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November 2, 1989 Issue 561 £1

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SCANIA

1984 (AUGUST) K112 JONCKHEERE JUBILEE P599 12M, 51 recliners, Grey/orange moquette, centre sunken toilet, driver's berth, TELMA retarder, wiring T.V. + video, water boiler, power entrance door, White + primrose and brown reliefs.

DAF

1987 (NOVEMBER) DKFL CAETANO ALGARVE 12M, 53 recliners, Autumn tint moquette, power door, courier seat, curtains, continental door, Yellow/brown/orange.

1986 DKFL DUPLE 340 12M, 53 recliners, Grey/orange moquette, power door, curtains, gangway carpet, rear toilet, tinted glass, Red/white.

LEYLAND

1987 TIGER 245 PLAXTON PARAMOUNT 3200, 12M, 57 str., Autumn tint moquette, power door, side lockers, automatic lubrication, White/brown.

1986 TIGER 245 DUPLE CARIBBEAN II 12M, 49/51 recliners, Grey/orange moquette, power door, courier seat, curtains, sunken demountable toilet, continental door, tinted glass, ZF gearbox, White/red/black.

BEDFORD

1986 YNT DUPLE 320 11M, 53 str., Brown moquette, power door, tinted glass, soft trim, duo blue.

VOLVO

1987 B10M CAETANO ALGARVE H.NDH 12M, 51/53 recliners, Brown/beige moquette, power door, courier seat, curtains, berth, continental door, demountable rear toilet, Webasto, AIR-CONDITIONING, wired T.V. + video, White/yellow/blue/brown.

1985 (SEPTEMBER) B10M GLT PLAXTON PARAMOUNT 3500 12M, 49 recliners, Brown moquette, rear o/s toilet, continental door, double glazing, driver's berth, Webasto heating, AIR CONDITIONING, TELMA retarder, courier seat, power entrance door, wiring T.V. + video, drinks machine, curtains, Tempo 100 equipment, splitter gearbox, Cream + orange/brown reliefs.

BOVA

1984 EUROPA III Integral 12M, 45 Futura seats, Blue/grey moquette, (42 recliners + 3 fixed), power door, courier seat, curtains, centre sunken toilet, rear servery, drinks machine, gangway carpet, continental door, wired T.V. + video, Webasto heating, Blue/white.

1983 EUROPA II INTEGRAL 12M, 51/53 recliners, Red moquette, coffee machine, courier seat, White + orange reliefs.

1982 EUROPA II Integral 12M, 52 recliners, Red moquette, power door, curtains, courier seat, Webasto, Peage window, driver's fan, Blue/white.

1981 (AUGUST) EUROPA II Integral 12M, 49 str., Brown moquette, power door, n/s sunken toilet, continental door, fridge, curtains, Red/white/blue.

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2 x 1986 Ford Transit, 16 seats 'CARLYLE' power door, moquette seats, MoT March 1990

1980 Ford R1114 Duple Dominant Express, 53 seats, red moquette, livery white/blue. MoT 1990.

1979 Ford R1114 Duple Dominant Express 53 seats, Bristol dome, grey/blue moq, livery blue.

1979 AEC 760 12 metre Plaxton, 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

1978 Bristol VRT (Leyland), 74 str ECW Double Deck, MoT 11 October 1990.

1978 AEC 760 12 metre Plaxton, 49 reclining seats, autumn tint moquette, Bristol dome, side lockers. Livery cream. Choice of 2.

1977 AEC 760 11m Plaxton, 45 reclining seats, autumn tint moquette, Bristol dome, side lockers, livery cream.

1977 Bedford YMT, 53 seater Caetano, livery cream. Red moquette.

1976 Leyland 53 seater Plaxton Express, semi-auto gearbox, side lockers, Bristol dome, autumn tint moquette, livery cream/maroon. Choice of 2.

1976 Bedford YMT 53 seater Plaxton Express, side lockers, radio, white/red livery, red moquette. MoT 24.04.90.

1976 Bedford PJK Duple Dominant, 29 seats, MoT Dec 89, autumn tint moquette, livery white/green.

2 x 1975 Bristol VRT (Gardner), 75 s**SOLD**ly. MoT April 1990 and Aug 1990.

1975 Bedford YRQ, 45 seater Plaxton, powerdoor, livery blue/yellow, red moquette.

1975 Ford R1114 53 Duple Dominant Express, red moquette, livery white/blue/yellow.

1974 Bedford YPT Duple Dominant, 53 seater, powerdoor, red moquette, livery white.

1972/73/74/75 Leyland Nationals, all MoT'd 1990, ideal contracts vehicles.

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1982/3/4 Neoplan Skyliners, 71/72/75 seats, toilet, drinks machine, fridge, radio, PA, Mercedes V10 Engine, 6-speed ZF manual gearbox, some remoquetted and refurbished.

SCANIA

1986 Berkhof Eclipse double deck 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white. MoT May 1990.

VOLVO

1987 Volvo B10M Plaxton Paramount 3500, 49/53 Recliners, O/S rear continents, 1 door, O/S rear sunken toilet, telma retarder, TV/video, drinks machine, red curtains, choice of two.

1982 Volvo B10M Plaxton Viewmaster, 49 seats, o/c continental door, toilet, drivers bunk, drinks machine, power door, tinted windows, livery white, autumn tint moquette, MoT March 1990.

MINI BUS

1988 Ford Reeve Burgess 21 str, 5 speed gearbox, power door, radio, dome, boot, MoT July 1990.

LEYLAND

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT.

1981 Leyland Leopard, 11 metre, Plaxton Supreme Express, 53 remoquetted seats, ZF 6-speed, MoT July 1990.

1981 Leyland Leopard, 12 metre Plaxton Supreme IV, 49 Chapman reclining seats, ZF 6-speed manual gearbox, Bristol dome, destination gear. Livery white, autumn tint moquette. MoT.

BEDFORD

1981 Bedford YNT 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes.

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DAF

1989 DAF SB2300 ATI Algarve, 53 reclining seats, continental door, radio PA cassette, curtains, tinted windows, white, orange and black exterior, brown stripe interior, MoT Feb 1990. Choice of 7.

1988 DAF MB230 Plaxton 3500 2 Star, 49/53 reclining seats, courier seat, rear sunken toilet, driver's bunk, drinks machine, continental door, Webasto, Telma, tinted windows, curtains, finished in white, grey and red moquette, MoT Feb 1990. Choice of 6.

1987 DAF SB2300 Caetano Algarve, sunken centre toilet, driver's bunk, radio PA cassette, 49 reclining seats and courier seat, tinted windows, finished in white with grey and red stripe interior, MoT April 1990. Choice of 2.

1986 DAF SB2300 Berkhof Esprit, 53 reclining seats, courier seat, continental door, tinted windows, curtains, MoT April 1990, finished in white, brown stripe interior.

1983 (Y) DAF SB200 Jonckheere Bermuda, 47/51 reclining seats, ducted heating, integral side lockers, power door, wheel discs, toilet, curtains and seat covers, radio/pa/cassette, interior green stripe, exterior white, MoT February 1990.

1983 (Y) DAF MB Plaxton Paramount 3200, 49 reclining seats, 2 side lockers, ducted heating, power door, rear sunken toilet, tv box and wiring for saloon, radio/pa/cassette, interior brown stripe, exterior white, MoT new.

1980 (V) DAF DKTL Plaxton Supreme IV, 53 fixed seats, 3 heaters, power door, 2 side lockers, wheel discs, radio/pa/cassette, interior red, exterior white, MoT.

FORD

1983 R1114 Duple Dominant II, 53 seats + courier seat, curtains, Telma, retarder, exterior blue and white, interior blue. New MoT.

1980 R1114 Plaxton Supreme IV Express, 49 reclining seats, jake brake, side locker, interior brown, exterior cream and maroon. MoT March 1990.

1978 (T) A Series Faro 3, 25 seats, power door, radio cassette, interior red, exterior yellow and red. MoT 23/5/90

SCANIA

1987 (D) Scania K112 CRB Van Hool Alizee H, 49 reclining seats, power door, Telma, crew seat, side lockers, toilet, sink, fridge, blue curtains, radio/pa/cassette, interior blue/red/cream stripe, exterior silver grey, MoT May 1990.

VOLVO

1988 Volvo B10M Plaxton 3500, 53 reclining seats, rear sunken toilet, continental door, courier seat, beige and red interior, exterior white with red and yellow relief. Choice of 3.

1981 (X) Volvo B58 Plaxton Supreme IV, 53 remoquetted seats, power door, Telma, side locker, 3 heaters, wheel discs, interior brown chevron, exterior white, MoT December 1989.

1981 (W) Volvo B58 Unicar 11M, 53 seats, ducted heating, side locker, interior grey, exterior white/orange/red/maroon, MoT April 1990.

N·E·W

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DOUBLE DECK BUSES

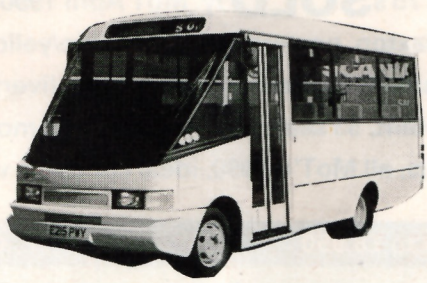
1976/77 Daimler Fleetline, Park Royal and MCW bodywork, 76 seats, Gardner LXB engine, auto steering, single entrances painted all white, going through MoT, large selection.

1973 (L) Atlantean 680 Northern Counties, 74 seats, interior maroon PVC, exterior blue/yellow, MoT February 1990.

NEOPLAN

1986 Skyliner Mk II, Gardner engine, ZF automatic gearbox, 77 reclining seats, water boiler, fridge, driver's bunk, TV and video, MoT Feb '90, interior red moquette, ext white, blue and orange.

MINIBUSES



1987 Optare City Pacer, automatic transmission, Ebberspacher heating, power door, side locker, 25 seats, int red and grey, ext white, new MoT.

1987 Mercedes-Benz 609D Reeve Burgess coach, 19 seats, power door, radio/pa/cassette, int grey, ext white, orange and black, one only, MoT 02-90.

1983 Y Fiat Caetano Beja, 18 seats, power door, luggage boot, int blue, ext white, MoT 23-04-90.

NEOPLAN

1986 Skyliner MkII Gardner engine, ZF automatic gearbox. 77 reclining seats, water boiler, fridge, drivers bunk, TV and video, MoT Feb '90. Interior red moquette, exterior, white, blue and orange.

AEC

1979 (T) AEC 760 Plaxton Supreme IV, 49 seats, power door, side locker, heater, interior brown/beige stripe, exterior white, MoT March 1990.

BEDFORD

1985 (B) YNT Plaxton Paramount 3200 12m, 53 reclining seats, ZF 6 speed gearbox, ZF power steering, side lockers, tinted glass, power door, curtains, radio/pa/cassette, interior brown and orange, exterior white and yellow, MoT April 1990.

1985 (B) YNT Duple Laser, 53 seats, ZF 6 speed gearbox, heated windscreen, side locker, power door, interior blue/grey stripe, exterior white/orange/yellow stripe, MoT April 1990..

1977 (R) Bedford YMT Plaxton Supreme, 53 seats, 3 heaters, radio/pa/cassette, interior red stripe, exterior white/orange/blue, MoT.

LEYLAND

1985 Leyland Tiger Duple Laser II, hydracyclic fully auto gb, power door, power steering, Webasto, radio/pa, curtains, int blue stripe, ext white, 53 seats, MoT 08.06.90, choice of four.

1985 Leyland Tiger Duple Laser II, power door, ducted heating, side locker, radio/pa/cassette, 51 E-type seats, int beige/red, ext white, MoT 08.11.89.

1984 Leyland Tiger 245 Plaxton Paramount 3200 EXP, semi-auto gb, side lockers, toilet, Webasto, 49r, int brown stripe, ext white, MoT 29.01.90.

1984 Leyland Royal Tiger Plaxton Paramount 3500, power door, integral side lock[illegible] eating, drinks machine, toilet, tv/video, ra[illegible]te, 49r seats, int brown stripe, ext white, Mo[illegible]3.02.90. Choice of 2.

SOLD

1984 Leyland Tiger 245F Berkhof Esprite, underfloor lockers, plug power door, ducted heating, toilet, drinks machine, box for tv, radio/pa/cassette, 49r seats, int brown stripe, ext white, MoT 25.06.90.

1983 Leyland Tiger 245 Plaxton Paramount 3500, power door, side lockers, wheel discs, heated mirror, toilet, tv/video, radio/pa/cassette, 49r seats and courier, int brown stripe, ext white, MoT 28.07.90.

1982 Leyland Leopard ECW EXP, semi-auto gb, destination gear, driver's partition, int autumn tint, ext white, 49 seats, MoT 05.05.90.

1982 Leyland Tiger 218 Plaxton Supreme V Ex, 3 heaters, power door, side locker, radio/pa/cassette, 53 seats, int autumn tint, ext white, MoT 30.10.89.

1982 Leyland Leopard Duple Dominant IV, ZF gearbox, power door, SBG dome, 4 heaters, radio/pa/cassette, 53 reclining seats, int blue/grey, ext white/blue, MoT 08.89.

1981 Leyland Leopard Duple Dominant II, ZF gb, power door, Telma, side locker, Bristol dome, 3 heaters, radio/pa/cassette, int red/orange, ext white, 53 seats, MoT 18.01.90, choice of two.

1981 Leyland Leopard Plaxton Sup IV, semi-auto gb, manual route gear, power door, Bristol dome, heated windscreen, 53r seats, int yellow/black, ext white, MoT 01.06.90

1981 Leyland Leopard Plaxton Supreme IV EXP, semi-auto 2 speed gb, heated windscreen, 48r seats, Bristol dome, driver's cab, int autumn tint, ext cream/orange, MoT 25.11.89. choice of 3.

1979 Leyland Leopard Duple Dominant II, power door, 4 heaters, radio/pa/cassette, 57 seats, int red/orange, ext white/blue, MoT 01.90.

1978 Leyland Leopard Duple Dominant I, power door, Telma, Bristol dome, Webasto heaters, side locker, 49 seats, int blue stripe, ext white, MoT 12.01.90.

1972 Leyland Leopard Plaxton Elite, power door, autolube, side locker, 2 heaters, radio/pa/cassette, 40 fixed seats, int autumn tint, ext red/cream, MoT 23.11.89.

SCANIA PLAXTON VANHOOL Alexander

Stuart Johnson Ltd, Bus & Coach Centre Claylands Avenue, Worksop, Notts. S81 7DJ Tel: 0909 500822, Fax: 0909 500165

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Coachmart

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ABC
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Coaches hit in ferry chaos

THE PORT blockade at Calais left hundreds of coach travellers stranded on both sides of the channel and some operators facing additional hotel bills.

By Saturday, queues at neighbouring Boulogne stretched 12 miles as vehicles attempted to board the last of the ferries to cross the channel. Some managed to get home that night, but for others the blockade meant a holiday break extended into Monday.

Among the lucky ones were pilgrims returning from Lourdes with Cheshire-based Bostock's Tours. Having been turned away at Calais at 2.30 am, the driver went straight to Boulogne with his passengers – many handicapped – where the queue was 'hopped' to let him through to the ferry terminal.

'They didn't board the ship until 4 pm on Saturday,' said Jane Bostock. 'They hadn't eaten properly for all that time, and the only loo they had was the one on the coach.

Smiths Shearings was left with 27 coaches on the continent, and says all were seriously affected. 'Blockades are designed to disrupt, and this one did exactly that,' said spokesman David Price. 'Anyone operating as many coaches abroad as us has to work to a very tight timetable, and is going to be screwed up by action like this.

'We worked through Saturday and Sunday night to solve the problems, booking hotels and trying to get everyone home, and get the rest on their holiday.'

'It will take a fortnight just to work out all the bills. This will cost us a small fortune.'

Coach Europe also managed to get their tour coaches back, though one was delayed some time on Saturday: 'It's as well it's off peak,' said Christime Sharp, of Coach Europe passenger handling. 'Had this happened in summer, there would have been ten times the number of coaches each day.'

Sealink said the backlog had been cleared by Monday afternoon but that, at peak, delays were 12 hours.

'We weren't helped by the weather, either,' said a Sealink spokesman. 'With the ramp blocked, ferries incoming to Calais couldn't discharge, and had to be diverted.'

David Price . . . action has cost us a small fortune.

Coaches queue up at Calais.

Macpherson moves in

THE FIRST small English independent coach operator to win a Scottish Citylink express service contract began operating regularly last weekend.

Macphersons, of Donisthorpe, near Burton on Trent, has won the winter contract for the Birmingham-Edinburgh Cordon Bleu service via Derby, Nottingham, Sheffield, Leeds and Newcastle and is operating back-to-back with Lowland Scottish.

Lowland and Macpherson provide breakdown cover for each other on the route.

It is using a low driving position 51-seat Van Hool-bodied DAF SB3000 painted in Citylink colours and equipped with toilet and drinks dispenser.

Scots-born father and son Harry and Neil Macpherson have been operating on scheduled express services for some time. Neil Macpherson told *Coachmart:* 'We have done a lot of work for National Express and Citylink management kept seeing our coaches in Glasgow.'

He said Citylink pays 'better and quicker' than National Express and said Macphersons counts itself very fortunate to have won this first contract.

New seat guarantees

NATIONAL Express has launched an 'assured reservation' booking service which guarantees the passenger a seat at peak travel times.

The new system is another tier to ticket prices, adding an extra £1.20 to the booking regardless of the number of passengers on the ticket. Currently, only a selection of services offers reserved seats.

National Express' XTRA computer handles the reservations, booked by VDU access through NE offices or by 'phone with its agents.

● Barton Transport's X81 Coventry-Newcastle route has been added to the National Express network and renamed the 311 service. The route, says network manager Bob Shaddick, fills a gap and will be a valuable service for passengers in the Midlands, Yorkshire and the North East, attracting customers from towns previously un-served by National Express.

NEXT WEEK

ON TEST: Van Hool Volvo B10M

All the latest news and views

Spotlight on the VL parts centre

APPRECIATION OF THE MARQUE

The Paramount Series is Britains best selling coach. It offers you unlimited choice in determining the most effective and luxurious coach for your operations. More than 15 body/chassis combinations are available and our range of Star Packages allows you to select from an unbeatable list of specification options.

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Link anger

PROPOSALS for the Government's private sector Fastlink motorway route have been met with fierce resistance from the Scottish National Party... and almost complete indifference by one major Anglo-Scottish operator.

The M8/M74 route should connect the newly-upgraded A74 to the Glasgow-Edinburgh M8, and is destined to become a toll road if its £100 million tab is picked up by the private sector.

So far, the SNP has accused the Government of double standards, saying the bill for the M25 was willingly picked up but they are not as committed to Scotland's road systems.

According to Scottish Citylink's managing director Alan Howes, the new route will make little difference to his cross-border services.

Van Hool heads north

The Pettigrews pictured with their new coach and Arlingtons' Stuart Russell.

APENRITH operator took delivery of its first ever new coach at last weekend's show at Arlington's coach and bus dealership in north London.

Robert and Sylvia Pettigrew, of R&S Travel of Kirkoswald, are the proud owners of a Cummins-engined Van Hool T815 integral with 49 reclining seats, demountable toilet, video and servery.

It will be used on European shuttle contracts based on Manchester, starting on Thursday this week.

The principal contract is a European sports travel job for R&T Tours of London.

It replaces an eight-year-old MAN-engined T815 which has covered around 400,000km over the past two years with only one breakdown. Like the older coach, which they drove to Arlington's Enfield premises last week, the new coach is being kept in the white livery in which it was delivered.

'That means we can put the tour companies' names on the side, on magnetic boards,' said Robert Pettigrew.

The Pettigrews employ one full-time driver who shares Continental driving with Robert. Sylvia is the courier as well as the business manager.

Name change

SMITHS Shearings has re-named its operation to reflect the double-edged nature of its business.

The biggest holiday coach operator in Europe, Smiths Shearings acquired National Holidays from the NBC in 1986, and is to adopt part of its name to become Shearings National.

We help you solve problems

IS your nearest competitor undercutting you and still making a profit? Are your coaches being outclassed by a competitor whose name is better known than yours?

We could help you solve both of these problems if you spare two days to attend the 1989 *Coachmart* Conferences being held this month. We are giving you an extra opportunity to book at the special low price of only £29.95 per delegate for each conference.

We have arranged top speakers from the industry and from outside to speak with authority on how financial management can be improved to increase the profitability of any coach business and on how the image of a business can be developed to make it better known to the coach travelling public.

Hear what Rainworth Travel MD Peter Rogers thinks of coach industry financial management today and learn how he believes it can be improved. Find out from a leading accountancy business just how management accounting can be used to benefit your business.

Do you own all of your vehicles or do you lease them? Havelet Leasing has supplied a growing number of small operators with coaches on leasing agreements. Whether or not you believe this is the answer for you, the leasing argument is worth listening to. Come and listen to the Havelet speakers and put your questions.

And we are looking at how computer systems will help achieve increased profitability.

The Finance for Profit conferences are being held on November 14 at the Selfridge Hotel, London and on November 16 at Whitwell Hall Country House Hotel, near York.

How can the image of coach travel be improved? Wallace Arnold Tours MD John King brings the benefit of his industry experience to a stimulating discussion at the Image to Increase Sales conferences.

Learn from Lada Cars MD Martin Austin how a product can be sold successfully into a low budget market.

The Image conferences are on November 23 at the St George Hotel, Harrogate and on November 27 at the Kensington Palace Hotel, London.

Think about it. For only £29.95 per delegate per day, you should learn enough from each session to earn far more than that in increased business performance.

To be sure of your place, book TODAY, using the special form enclosed with this issue.

Eos priced at £120,000

WHILE the new LAG 'Eos' is so packed full of features it may seem to be worth £210,000 – it is in fact being marketed for only £120,000.

An unfortunate transposition of two highly pertinent digits in last week's BCC Coach & Bus '89 show report (*Coachmart* 560, October 26) meant that the star of last week's show might have appeared a mite overpriced. We wish to stress the Greek 'God of Dawn' is not ushering in a new era of coach price inflation!

Set for ferry turmoil

CHANGES in the working practice of ferry operators Sealink may disrupt services this winter.

Talks with its officers union Numast began last week (October 13) with a view to 'streamlining' crew levels and introducing new flexible work rotas on two jumbo ferries, in order to compete with the channel tunnel.

Sealink is also said to be recruiting non-union catering staff rather than using the Merchant Navy establishment's labour supply pool.

FOR SALE

KIRKBY
COACH & BUS

Bedford PJK Duple Dominant 7'6" wide
Seats: **31** *MOT:* **20.03.90** *First registered:* **01.03.82**
Registration No: **SVN 6X**
Colour: **exterior red/white, interior red.**
Specification includes: **power doors, bus seats.**

Bedford YMT Duple Dominant II Express
Seats: **53** *MOT:* **20.03.90** *First registered:* **19.06.80**
Registration No: **HUX 15V**
Colour: **exterior white/blue, interior red.**
Specification includes: **side locker, radio, PA, Bristol dome, power door, drivers fan.**

DAF SBR3000 DKZ Plaxton Paramount 4000
*Seats:***73** *MOT:* **04.10.90** *First Registered:* **27.03.87**
Registration No: **D800 SGB**
Colour: **exterior red/grey, interior brown/orange.**
Specification includes: **reclining seats, arm rests, blinds to windows, drivers bunk, crew seat, tinted windows, centre door, centre toilet, tables, splitter gearbox, radial arm wipers, radio, PA.**

DAF MB200 DKFL Plaxton Paramount 3200
Seats: **57** *MOT:* **18.09.90** *First Registered:* **16.03.84**
Registration No: **A700 USU**
Colour: **exterior cream/blue/orange, interior brown.**
Specification includes: **side lockers, radio, PA, wheel discs, power door, tinted windows.**

Leyland Leopard S/A Duple Dominant II
Seats: **53** *MOT:* **21.12.89** *First registered:* **03.06.82**
Registration No: **YWX 537X**
Colour: **exterior yellow/blue, interior red/grey retrim.**
Specification includes: **radio, PA, power door.**

Leyland Atlantean Northern Counties
Seats: **75** *MOT:* **07.12.89** *First registered:* **17.03.77**
Registration No: **RJA 711R**
Colour: **exterior orange/brown/white, interior autumn tint.**
Specification includes: **fully automatic.**

Leyland Tiger 245 ZF Plaxton Paramount 3500
Seats: **53/57** *MOT:* **14.10.89** *First registered:* **01.04.85**
Registration No: **B492 UNB**
Colour: **exterior white/yellow/orange, interior brown/yellow.**
Specification includes: **telma, reclining seats, arm rests, moquette to roof, side lockers, radio, PA, plug door, tinted windows, blinds to windows, eberspatcher.**

Volvo B10M GL Plaxton Paramount 3500
Seats: **49** *MOT:* **16.03.90** *First registered:* **02.04.85**
Registration No: **B748 KCU**
Colour: **exterior red/white/blue, interior brown.**
Specification includes: **reclining seats, arm rests, centre demountable toilet, radio, PA, centre continental door, crew seat, telma, webasto, blinds to windows, side lockers, double glazing, drivers bunk, tinted windows, spare seats.**

Volvo B10M GL Plaxton Paramount 3200
Seats: **57** *MOT:* **03.04.90** *First registered:* **01.03.86**
Registration No: **C211 FMF**
Colour: **exterior white/blue/grey, interior blue/grey.**
Specification includes: **pannier side lockers, radio, PA, tinted windows, curtains.**

Contact:
John Littlewood
Shaun Millar
or Steve Lambert

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Glen gets new friend

PMT Engineering displayed the very first AMI coach at the BCC show. Mounted on extended Mercedes Benz 811 chassis the AMI was developed from the Bursley range of bus/coach bodies, but with a new front designed jointly with students from the North Staffordshire Polytechnic.

Scottish Operator Glen Coaches will use the 33-seater coach on private hire and tours from its base in Port Glasgow.

Capital purchase

Yeates of Loughborough supplied this Toyota Optimo to South Wales operator, Capitol.

Finished in white, red and black, the new coach is fitted with 21 reclining seats, soft trim, radio/PA/cassette. The Portuguese bodywork is by Salvador Caetano.

Beavers by the sea

Pictured is one of four Reeve Burgess Beaver bodied Mercedes Benz 811Ds to enter service with Great Yarmouth Transport.

Two of the 33-seaters are fitted with coach seats like the vehicle shown. They have been bought to replace AEC Swifts in the 50 strong fleet.

The Beavers have Purmo heating, soft trim and automatic gearboxes. They were supplied by Kirkby Bus and Coach.

FLEET UPDATE

Bravo for Dubrava

White Ribbon Cars & Coaches, Glasgow have this DSB Dubrava D3200 in its seven vehicle fleet.

Seen after arrival at the demonstration park of the BCC show the Dubrava has a Mercedes Benz OM422 engine and Mercedes Benz rear axle. The gearbox and steering are ZF built, but the front axle is built under licence by PPT ZF in Yugoslavia.

The FAP Yugoslavian built coaches are supplied by sole importer DSB Sales Ltd, Loughborough.

Dart flies north

The first Dennis Dart to be delivered to an operator is pictured outside the BCC show before going on the Dennis stand.

Hutchisons of Overtown will receive the 9 metre bus. The Dart is powered by the Cummins 6BT 130 bhp turbocharged engine coupled to the Allison AT 545 4 speed automatic transmission.

With low frame and low entrance step the bus seats 39 passengers and 15 standees.

MacPhails flagship

Hughes DAF, Cleckheaton have supplied MacPhails Coaches with this Van Hool bodied DAF.

Based at Newarthill, Lanarkshire, MacPhails has chosen Alizee 'H' bodywork for its flagship. The coach is fitted with 51 reclining seats, centre sunken toilet, curtain and courier seat. The DAF MB 230 LT chassis includes ABS and chassis lower/raise facility.

Handy for Tonypandy!

This Van Hool Alizee is mounted on a Scania 113 chassis with 11 litre turbo charged engine GS772 5 speed gearbox and full air suspension.

Displayed in the demonstration park at the BCC show the rear engined coach will join the fleet of Thomas Coaches, Tonypandy, Glamorgan.

Filling up

THE Bus and Coach Council's PSV courses in Bristol have so far been a sell-out . . . and two new courses are being filled fast.

The new series starts in January 1990, and is aimed at workshop staff involved in pre-inspection preparation. A five-day course and three-day course are so far arranged, priced at £665 and £310 plus VAT. Bookings and details for both are from Julie Wade, on 01 831 8901.

More minis

DOCKLANDS Transit's Docklands Minibus service D16, in London, is to be doubled in frequency to every five minutes next Monday, October 23.

On the same day, service D14 is stepped up to a five minute service to cope with demand from commuters. The company now runs around 50 hail-and-ride vehicles on five routes north of the Thames.

Rail link-up for Caledonian route

CALEDONIAN Express passengers travelling to Northern Ireland will now have to change coaches at Larne . . . on to a railway coach.

The coach/rail link-up follows Express's loss to Scottish Citylink of the Ulsterbus link agreement the three companies once shared (*Coachmart* October 26) but Express says plans are under way to link the coach route with the entire Ulster rail network.

'I understand that the reason Ulsterbus chose to go with Citylink was simply that Citylink was offering more money,' said an Express spokesman. 'We are sorry that our link with Ulsterbus has come to an end, but we are delighted with our agreement with Northern Ireland Railways.'

Passengers will transfer from the Sealink ferry at Larne to the railway system, and a courtesy bus will carry them from York Road railway station to Belfast city centre.

Crossing plans delayed

PLANS for London's East river crossing are still being held up by new inquiries, sanctioned by Chris Patten and Cecil Parkinson.

Under the magnifying glass are both representations about the change of design of the bridge and the Orders for the revised design. The original decision to build the bridge was made in summer '88, but the choice of design deferred pending review of other designs.

In July of this year, a cable-stayed design was shelved and a box girder design proposed. Representations and objections closed on October 12, but now the public has been offered a further chance.

Phone link

NATIONAL Express has equipped its Rapide Airlink service 825 with mobile phones.

The phones will be used by drivers to notify airports of delays caused by traffic congestion, and are available for use by passengers. The service connects Manchester Airport, Wolverhampton, Birmingham Airport, Coventry, Milton Keynes, Luton Airport, Heathrow and Gatwick.

New Shuttle

CITY-TOUR specialist Guide Friday – which announced a new service in York only weeks ago – has launched an Edinburgh Airport shuttle service.

The Stratford upon Avon based company, best-known for its open-top double-decks, will be carrying passengers to the rail link, with set down points at local hotels and mobile phones to check room availablity for incoming tourists.

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TALBOT EXPRESS 1500, diesel, high roof, 14 high back moquette seats, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. **£14,500.**

FREIGHT ROVER, diesel, 5-speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. **£15,950.**

LEYLAND DAF 400 SERIES, diesel, 5 speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, 4 soft trim luggage racks, saloon heater, quad vent, tinted windows. **£16,700.**

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1986 (C) 307D 12 MOQ SEATS, high spec throughout, annual March 1990. **£10,250.**

1982 (Y) TRANSIT 16 SEATER, 1 year's annual. **£5,350.**

1982 (X) TRANSIT PETROL, 12 seater, all tidy. **£3,250.**

1984 (A) FIAT PETROL, 12 seater, annual June 1989, very clean vehicle. **£4,450.**

1988 (E) TRANSIT DIESEL, 12 seater, high spec, 1 year's annual. **£10,750.**

1980 (V) 16 SEATER TRANSIT, petrol, annual February 90. **£3,500.**

1976 (P) TRANSIT PETROL, welfare dormobile. **£950.**

1977 TRANSIT DORMOBILE DIESEL, 16 seats, annual December 1989. **£1,450**

1985 (B) FORD R1014 DIESEL
Wadham Stringer on shortened chassis, 38 + 7 standing, power door, full service bus spec, annual June '90.
£13,950.

1984 (B) TRANSIT DIESEL, overdrive, 16 high back moquette seats, high spec, annual Feb. **£8,250.**

1983 (A) CAETANO BEJA, 18 seater, power door, annual April 1990.

1983 (Y) MERCEDES 508D, 19 high back moquette seats, Bristol dome, boot, annual Dec '89. **£10,950.**

1983 (Y) TRANSIT, 16 seater, petrol, full soft trim, luggage racks, annual April '90. **£4,950.**

MERCEDES 508 D, 27 seats, coachbuilt body, power door, boot. 1 year's class 5 MoT. **Best offer secures.**

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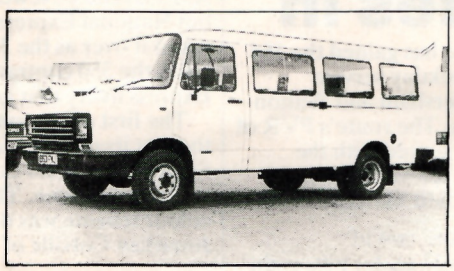

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DAF SB 3000 DKV	–	ALGARVE	**3.55m,** Executive.

USED COACHES

HEAVYWEIGHTS

1986 (D) DAF MB DKVL – DUPLE 340, 53/55 recliners, rear O/S sunken demountable toilet, continental door, driver's berth, power door.
1986 (C) DAF MB DKFL – DUPLE LASER II, 53 recliners, power door, Telma, tinted windows.
1986 (C) DAF – BOVA FUTURA FHD, 49 recliners, centre sunken toilet, continental door, courier seat, double glazed, boxed and wired for video, driver's berth, (choice of 2).
1986 (C) DAF SB2300 – LAG GALAXY, 53 recliners, courier seat, continental door, Webasto, tinted windows, radio/pa/cassette.
1985 (C) VOLVO B10M GL – CAETANO ALGARVE 3.35, 51 recliners, courier seat, double glazed, rear O/S sunken toilet, continental door, berth, radio/PA.
1985 (C) DAF DKFL – CAETANO ALGARVE 3.35, 53 recliners, (re-trimmed), courier seat, Telma, continental door, tinted windows, curtains.
1985 (B) DAF - BOVA CALYPSO, 53 seats, power door, courier seat, radio/pa.
1985 (B) MAN SR280, 53 recliners, plug door, courier seat, double glazed, continental door, radio/pa/cassette.
1983 (Y) VOLVO B10M – BERKHOF ESPRITE 350, 47/49 recliners (re-trimmed), courier seat, centre toilet, continental door, double glazed, Telma.
1983 (Y) DAF DKTL – PLAXTON PARAMOUNT 3500, 51 recliners, courier seat, rear O/S toilet, continental door, berth, decorative curtains.
1983 (Y) LEYLAND TIGER 218 – Plaxton Paramount 3200, 57 seats, power door, tinted windows, radio/pa/cassette.
1983 (PP) DAF – BOVA EUROPA II, 52 recliners, courier seat, Webasto, box/wired for video, radio/cassette, wheel trims.
1983 (Y) LEYLAND TIGER 245 ZF – PLAXTON PARAMOUNT 3500, 49 recliners, courier seat, double glazed, plug door, berth, rear O/S sunken toilet, continental door, drinks machine, boxed and wired for video.
1982 (Y) DAF DKTL SMIT EURO HI-LINER, 45 seats, courier seat, plug door, centre sunken toilet, centre continental door, fridge, curtains, radio/PA, trims.
1982 (PP) DAF DKTL – PLAXTON SUPREME V, 48 seats, Telma, rear N/S saloon toilet, tinted windows, curtains, servery.
1982 (X) LEYLAND TIGER 218 ZF – PLAXTON SUPREME VI GT, 51 recliners, power door, double glazed, Bristol Dome, side locker, soft trim, radio.
1982 (X) LEYLAND LEOPARD ZF – DUPLE DOMINANT II, 53 seats, radio.

BEDFORD/FORD

1987 (D) BEDFORD YNV – ALGARVE, 57 seats, power door, side lockers.
1986 (C) BEDFORD YNV/ALGARVE, 53 recliners, power door, tinted windows, rear full height continental door, radio/PA/cassette. (Choice of 2)
1986 (C) BEDFORD YNV – PARAMOUNT 3200, 52 seats, power door, N/S/R saloon toilet, servery, boiler, boxed and wired for video, curtains, radio.
1986 (C) BEDFORD YNV – PARAMOUNT 3200, 53 recliners, radio, Webasto.
1982 (X) FORD R1114 – DUPLE DOMINANT IV EXPRESS, 49 seats, tinted windows, side lockers, SBG front, (choice of 2).
1979 (V) BEDFORD YMT – DOMINANT II EXPRESS, 53 seats, power doors.
1979 (V) BEDFORD PJK – DUPLE DOMINANT, 29 seats.
1979 (T) FORD R1114 – SUPREME IV, 49 recliners, curtains, side lockers.

MINIBUSES

1988 (E) ACE – PUMA PLAXTON PARAMOUNT, 35 seats, power door, side lockers, soft trim.
1987 (E) IVECO 79.14 – CAETANO VIANA, 19 seats, manual door, parcel racks, heaters, curtains.
1987 (D) TOYOTA – CAETANO OPTIMO, 19 seats, power door, curtains, tinted windows, forced air, reading lights.
1986 (D) MAN 8.136 – REEVE BURGESS, 32 seats, power door, radio/pa.
1986 (C) IVECO 79.14 – CAETANO VIANA GL, 19 seats, power door, reading lights, forced air, curtains, (choice of 2).
1985 (B) FIAT 60.10 – CAETANO BEJA, 18 seats, power door, curtains.

The year quoted denotes the date of first registration, not necessarily the year of manufacture.

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John Walker, Showroom Sales Executive

Bitter Little sells up as profit margins slump

CUT-PRICE competition and poor profit margins have driven a long-established Scottish coach company to cease trading this month.

David Little, based at Annan, Dumfriesshire, told Coachmart that his money will make a better return invested in a building society than going on running his coaches. He is selling his nine coaches and is retiring from the middle of this month.

He said the company lost three schoool contracts it had held for the past 30 years, but said it was general rate cutting, rather than the local authority contracts, which had prompted his decision to retire.

'We cannot afford to go on. There is always someone willing to cut the price.'

He said his company tried to operate private hires for 80p to 90p per mile, but was faced with competitors charging 45p.

Little of Annan: another victim of low rates.

Armchair settles in

BRENTFORD-based Armchair Transport has increased its overall peak vehicle requirement (PVR) – winning three new routes and losing one in the latest round of London Regional Transport tenders.

Armchair has gained the 564 route, a weekday service between Hersham and Walton-on-Thames. The route's PVR of one will be served with the company's Reeve Burgess Beaver-bodied Mercedes 609D.

In addition, two of Armchair's 37 seater plus eight standee capacity Wadham Stringer Vanguards, mounted on Leyland Swift chassis, will be used respectively on the 557 Sunday service, which complements the 556 and 555 weekday services, and a new 444 route on evenings only which replaces the 441 route between Slough and High Wycombe.

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All change at Barton

IT'S all change at Barton of Nottingham, with two new liveries appearing within its fleet of 180 coaches.

Wellglade-controlled Barton has revamped its own red and cream paintwork with a total re-design. The roof and window posts are now cream, the rest of the bodywork red and the Barton 'Robin Hood' logo carried along the side.

The other newcomer is a DAF Plaxton coach with a familiar paint job – it's the first ever Barton vehicle in its 81-year history to run in other than Barton livery, and is the 350 Nottingham-Liverpool National Express service.

Barton had previously run the X81 Coventry-Newcastle route but National Express has now taken it over as the 311. Barton takes the 350 contract and the Express livery that goes with it.

The first of Barton's coaches to wear its own new colours is a 53-seater Leyland Leopard Plaxton Supreme. The new colour scheme was designed by Jonathan Colville of Derby.

Dinner date

THE annual dinner and dance of Oxford Coach Operators is set for December 15. Venue is Hopcroft's Holt Hotel, Steeple Aston, with tickets priced at £19.50. Write to Graham Smith, Heyfordian Travel, Upper Heyford, Oxford OX5 3LP, Tel: 0869 822957.

PEOPLE

New manager

MINIBUS builder PMT has appointed Douglas Hems (above) as new Southern area sales manager. The Stoke-on-Trent firm attracted Hems from the Marler Haley division of Giltspur.

Ken joins Smith Bros

VEHICLE washing equipment maker Smith Bros and Webb has appointed a new managing director. Ken Harrison joins the company from Edinburgh-based AVW Wilcomatic, where he was also MD.

Former MD Ken Woolley has moved on to become executive director of property management and land development.

National choice

SWIFT equipment has appointed its first national service manager. Steve Green (35) joins Swift at its service department at Keynsham, near Bristol.

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A commitment that, over the years, has been manifested in the opening of a dedicated bus and coach assembly plant in Eindhoven, and in technology such as T.S.D. (Total Structure Dynamics), ATi (Advanced Turbocharged Intercooling), and culminating in the unique SB220 City Bus underframe.

T.S.D. is, without doubt, the most significant development in bus structural design for decades. A multi-million pound investment that has produced the perfect integrated sub-frame unique to DAF.

Of equal importance is ATi, a driveline philosophy that's already shown itself to be a major factor in achieving optimum fuel economy.

As for the SB220 City Bus, it is an entirely new concept in bus engineering and design. A result of massive expenditure and nine years research, it has been built to handle perfectly in both city and motorway conditions.

Now, when you're looking for everything up front in a bus or coach, and you see the DAF badge, you'll know the vast depth of commitment and research that lies behind it.

DAF

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GET TO GRIPS WITH COACH TYRE OPTIONS

Pictured left is a Michelin XZA 80 series tyre fitted to a Volvo B10M/ Jonckheere of Club Cantabrica of Watford. This tyre is one of Michelin's 'current technology' tubeless low-profile (80% aspect ratio) tyre design for coaches.

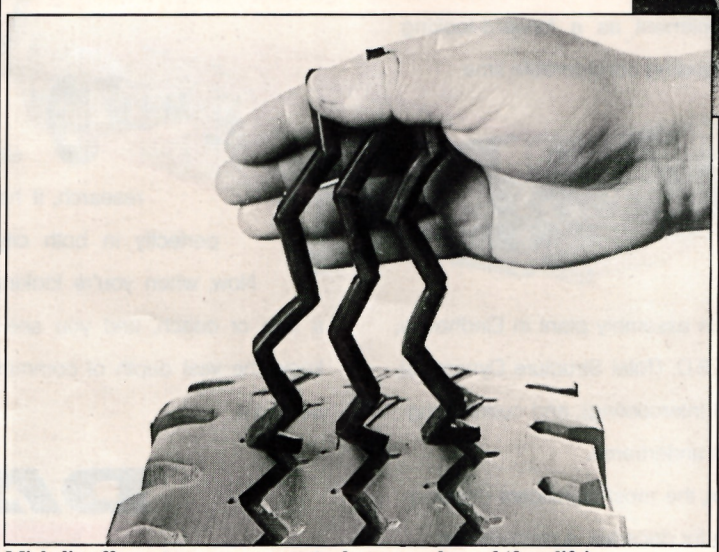
Lower profile tyres offer the potential for increased load ratings, longer life, better grip and handling characteristics.

Mike Morgan takes a look at the economics of selecting tyres and tyre contracts

A few years ago I experienced a very unpleasant drive in an ageing Daimler Fleetline. It felt as though it was fitted with square wheels, and it was inspiration on the part of the mechanical engineers which provided the solution in the shape of the correct specification of tyre. This experience jolted me into an appreciation of the need to be well shod.

To most users the reliability of modern tyres is taken for granted but tyres loudly cursed when one of them quite literally lets you down. However, marketing excecutives for the large tyre manufacturers claim much faith in modern tyre developments. Therefore, it was with regenerated interest that I examined the current market.

I now feel ashamed of the blind faith I placed in what amounts to being vital safety equipment. My casual look at the tyres on vehicles I have driven should have been with a much more educated eye. Most PSV drivers are very well aware of the frightening consequences of a blow-out. But how many think beyond this extreme consequence of tyre abuse?



Michelin offers a tyre management scheme – a planned 'four life' programme – to maximise the mileage/cost ratio. Regrooving is an essential part of this programme.

Market Leaders

Michelin claims to be the market leader in the PSV tyre market - both as original equipment and in the replacement market. Although Michelin has not provided evidence to back its claim, there is little doubt that it is an important market player - particularly in the contract business. It will be interesting to see how this aspect of tyre supply changes in the light of the constant readjustment affecting the ownership of bus/

coach operations.

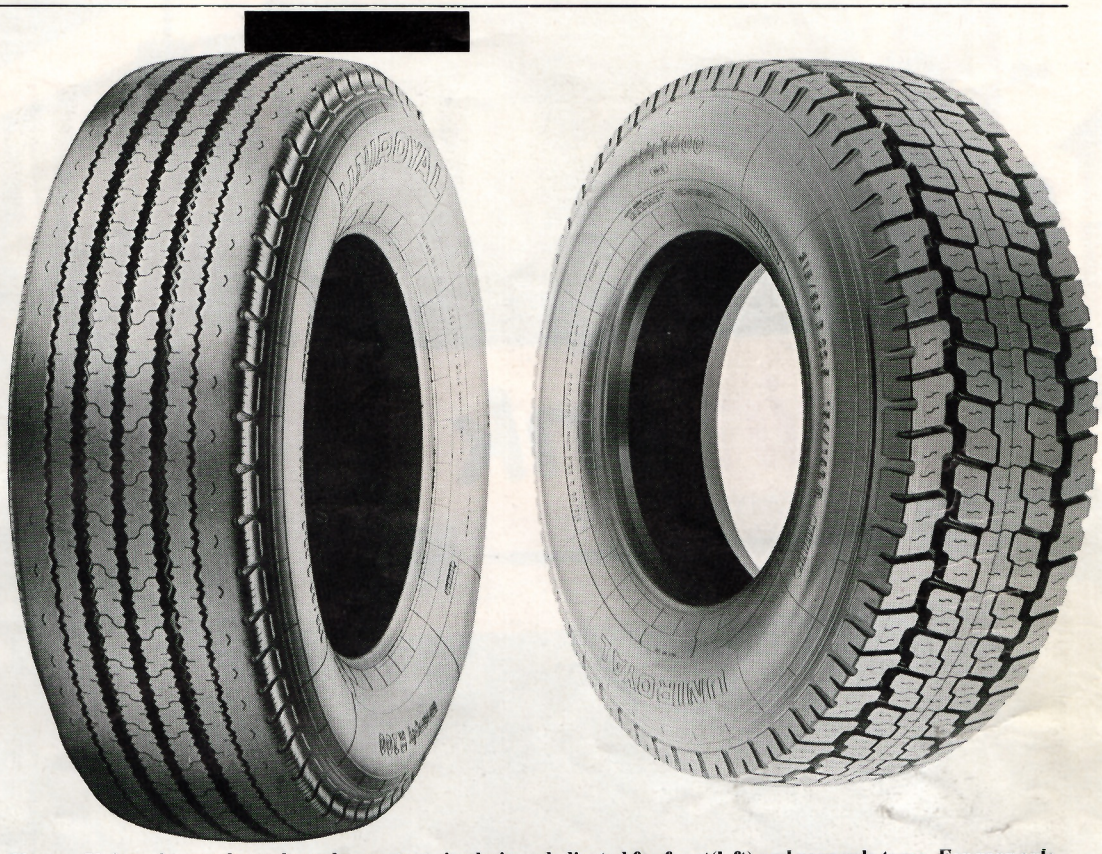
All manufacturers realise the importance of the original equipment market. Frederick Walker of Linden Marketing (Linden handle the Semperit account) told me that because all the leading makes of tyre comply adequately with the specification requirements, the choice of tyre fitted by the chassis manufacturer will largely be dependent on price.

The original tyres may not neccessarily be the best for a particular vehicle or type of operation. PMT, which runs a fleet of 160 minibuses, has a tyre contract with Michelin. New vehicles are fitted with brands other than Michelin, so PMT replaces them with contract tyres when the originals are worn out.

Competitive Market

The non-contract replacement market is fiercely competitive. Semperit is almost entirely dependent on this sector of the market for its UK sales. Its marketing strategy emphasises quietness and comfort qualities. These subjective assessments hint that Semperit's claims are aimed at a 'customer-lead' market in which the operator is responsive to the needs of the passenger.

Tyre noise has been emphasised because mechanical noise is being increasingly subdued in response to European requirements. Therefore it is likely that this aspect of tyre design will feature more strongly in future tyre developments.



The two Uniroyal tyres shown here demonstrate its designs dedicated for front(left) and rear axle tyres. For rear axle application the centre tread blocks are wider to optimise traction.

Lawrence Turnbull, marketing manager for Uniroyal Tyres, told me that Uniroyal (like other suppliers such as Pirelli and Goodyear) could be supplied on Volvo chassis as original equipment if specified by the customer. Turnbull emphasised the need for care and maintenance of modern tyres. This is particularly important on high speed coaches with engines producing high torque. Different stresses are produced on steer and drive axles, and they can demand differing tread patterns.

Care and Maintenance

According to Turnbull, care and maintenance should include correct axle loadings in addition to frequent checks of correct pressure. As with so many aspects of vehicle operation, the driver contributes to the efficiency of any care and maintenance programme. Driver selection and training must recognise that driving styles directly affect tyre life - not only on local service, but also on high speed work.

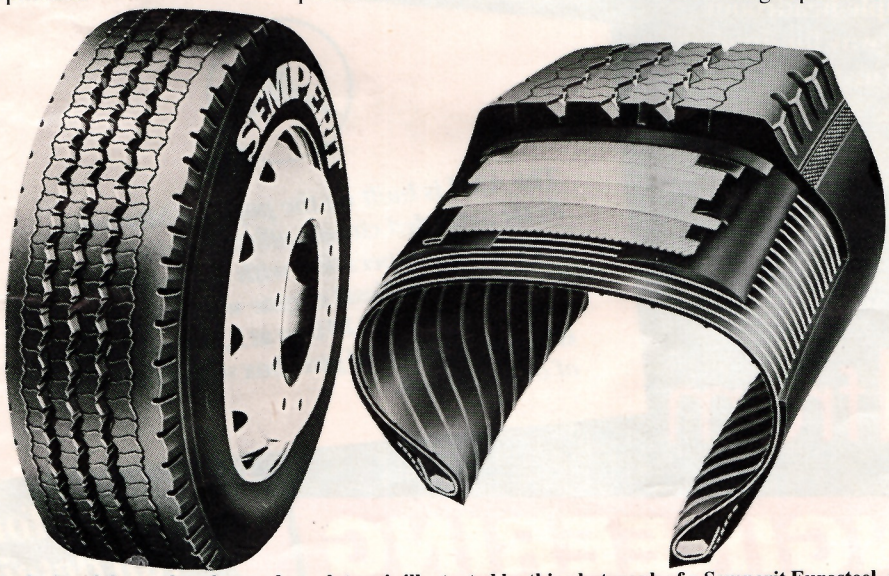
High speed inevitably raises the issue of safety and long distance, and no operator can afford to be found lacking on tyre maintenance.

Tyre Appeal

Pirelli has launched a new range of coach tyres – Zero Degree. The main feature of this new range are steel bands to give strength to the edge of the tread where it is most vulnerable to kerbing. Two different rubber compounds are used. A soft compound is used to aid heat dispersal with an outer layer of hard compound for wear.

The new design has encouraged Pirelli to claim an 'extra safety margin' and high mileage with excellent casing residuals. This illustrates the ways in which this manufacturer is trying to appeal for business.

Probably at the end of the day it is cost that is uppermost in the operator's mind in the selection of tyres. It is wise to point out that lowest price does not necessarily mean best value, and mileage checks are essential for making the choice. More difficult to assess is the appeal of the tyre to the passenger. However, the highly competitive environment and/or the trend towards upmarket coaching may ensure that operators pay more attention to aspects other than cost.■



The complexity of the modern bus and coach tyre is illustrated by this photgraph of a Semperit Eurosteel, which is built up from more than 40 separate pieces.

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Meet AMI, the stylish new minibus/coach, from PMT.

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The AMI is built on the popular Mercedes 811D extended chassis offering reliable, trouble free, operation with a 4 cylinder turbocharged diesel engine with exhaust brake producing 114 bhp at 2,600 rpm. Drive is through a 5 speed gear box with a top speed of over 70 mph.

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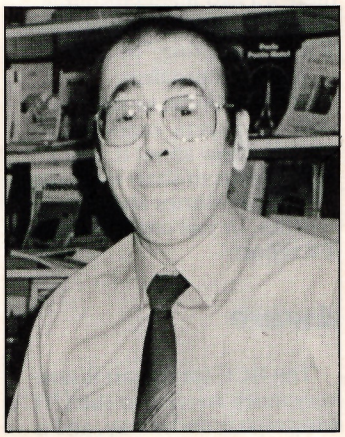


Gerry Topiol . . . coach travel must market itself.

By MARK WILLIAMS

GERRY Topiol is an enthusiast. When he speaks, his words are not contrived; they are from the heart and, perhaps more importantly, from a deep sense of self-preservation in an industry which he feels has fallen behind its competitors.

Few coach operators are unaware of Topiol's passion to promote, organise and run the Coach Tourism Council. It's his view, and a view shared by many of tourism's promoters, that coach operators and the industry in general do far too little to promote their services. Whether the industry needs another 'official body' is open to question, but it wasn't Topiol's first choice to form one.

There was, says Topiol, a deep feeling running through the British Association of Wholesale Tour Agents that the future of coach travel in general lay in better public awareness of the new wave of luxury available to them; a banishment of the school bus image of coaches.

'As chairman of BAWTA, I approached the Bus and Coach Council with this concept in the hope that they would pick it up and run with it. It belongs within the governing body of the industry,' says Topiol. 'But BAWTA was unable to persuade the BCC to pick it up so we had the choice of dropping the idea entirely or developing it as a separate entity.'

Thus was the CTC born, with its single-minded objective of increasing tourism by coach using PR and marketing. The means were in sight – Topiol has spent a working lifetime in both fields – but the end was and still is a long way off.

The coach industry is, he says, fragmented both geographically and in other ways. The fact that there are more operators than Sunday newspapers, and that they are sprinkled over every county, can be used to good effect, but communication is difficult.

'One of the things we do in this industry is tell ourselves how much better we've become. What we are very bad at is telling everybody else. The airlines don't have any difficulty, neither do the railways or cruise liners. They recognise that what they've got to do is tell a potential audience,' says Topiol.

'We ourselves believe that we are the downmarket end of the transport game. I don't believe that at all. In many cases, I think we have much more to offer than our competitors.'

Topiol understands the difficulties faced by the operator. He realises that the day-to-day running of a tour operation requires a great deal of attention to 'the now', and leaves little time for 'the future'.

'For all that, British operators are fine ambassadors for their business. We now need a voice to pull all that together. Tourists need to be told that there is, perhaps, an area of travel which they haven't yet looked at.'

Coach tourism, he says, is beginning to stagnate. The traditional 50-plus age group is still targeted by operators. They are, almost literally, a dying audience. Pull in even the 45-plus age group and business could be doubled.

'COACHMART' Says

IMAGINE a world in which customers are queueing at your door, credit cards in hand, ready to make bookings to travel on your coaches at prices which you know will bring you a good return.

It may sound like a dream to UK coach operators used to a price-conscious market in which bad debts are common, but it need not be. Coach travel could become a desirable product.

That is the simple aim of the Coach Tourism Council which is raising funds to mount long term public relations campaigns which will let the public know that a coach holiday can bring quality holidays to people who do not look beyond air travel for their holidays today.

It is not talking about an expensive advertising campaign with well known celebrities or clever slogans.

All it wants is £50,000 – a tiny sum compared with even modest advertising budgets – to publish a brochure and spell out the benefits of coach holidays to the consumer press and national media travel journalists.

They are the target audience, for once they appreciate that coach holidays do offer special benefits to their readers, viewers and listeners, then they will be prepared to spread the message.

Today, those journalists are bombarded with positive news from the airline and shipping businesses and write positively about them. They learn little about coach travel and write even less about it.

If the CTC's campaign pays off – and it could take many months, maybe several years to work – the rewards for the coach industry could be tremendous.

As Gerry Topiol says this week, new groups of customers would be attracted and the market could grow instead of stagnating or even plunging into decline.

Every coach operator would then be able to share in a much greater and much richer cake. It could be a dream come true.

The potential rewards have already been recognised by many of the vested interests in the market – the ferry companies, tourist authorities, group travel companies, even by *Coachmart* whose publisher has joined the CTC board.

But the most vested interest of all, the coach operator, has yet to commit funds in substantial quantities.

There have been notable exceptions from some visionary operators who recognise that they are enhancing their own promotional efforts by investing in the CTC campaign. They know that a higher profile coach industry will reap rewards for them as well as the operator down the road.

They also know that £500 for a fleet of 10 or more vehicles is a small price to pay for a chance of a brighter future. For operators of smaller fleets, the £250 subscription announced last month is as small a price to pay for the same reward. It would be money well spent.

If you believe that this industry deserves a future, and we have to spell it out as bluntly as that, then you should think very seriously about supporting the CTC campaign.

Leave it to the operator next door or 100 miles away and you could well find that he leaves it to someone else who leaves it to someone else...and the exercise dies of apathy.

Without such a campaign, the market for coach travel might well evaporate as its traditional market disappears without replacement.

That fate would cost you a lot more than £100 or even £500 a year. It would cost you your livelihood and the opportunity to sell your business to a willing buyer.

The British motorcycle industry collapsed after its traditional market moved on and was not replaced. Cinemas closed in similar circumstances. The coach industry needs a CTC campaign to steer it off a similar course to potential disaster.

We believe you want a brighter future and will work with CTC to help achieve it.

To show your commitment, write today to the Coach Tourism Council at Direct PR, 148 Fleet Street, London, EC4A 2BU or phone 01-353 8406. It could be the biggest favour you have ever done yourself and your industry.

Response from the CTC's publicity has been, Topiol admits, disappointing but he is is patient, despite the need he perceives for the industry to jump aboard and ride with him now.

'If the CTC fails, it will be because the coach operator himself doesn't want it. If that were true, we would be wrong to continue the fight,' he told me, in a slow, deliberate and logical statement. 'But I've spoken to bank managers, building societies and others about coaching, and many are totally unaware of the product.

Value

'Most do not realise the value and the quality of what is offered by a coach operator. I believe there are millions like them.'

The public's perception of the coach is a vehicle which kicks up spray on the motorway, or it's a disaster picture on the television when there's a tragic accident. No-one under 50, says Topiol, even considers the product: 'It isn't there. So, some of the express route operators advertise on TV. I haven't seen enough of even that to believe that coaching is doing any more than scratching the surface.'

Comparisons between trains, boats and planes, and coaches, are unfair. Topiol's belief is that coaching shouldn't be promoting trips to the sun, but promoting tours of the Ardennes, or Loire Valley ... far away from airports and crowded tourist beaches, indeed far away from any destination easily accessible to air travellers. On a coach tour, or an excursion, the family can all see out of the window, no-one need worry about filling up with petrol, and dad can enjoy a few drinks.

Can Topiol market that image?: 'To the consumer?' he asks. I nod. 'No problem at all. This is a good product, not the poor relation.' What of the massive investment the airlines and rail have made in promoting their business? Can coach operators compete? 'We don't invest anything. That's an excuse, not an explanation,' says Topiol.

Aside from advertising, there's a vast media resource which Topiol says he can utilise: 'I'll go a-courting,' he says ...wooing journalists.

'If it's airborne or runs on rails, the papers, radio and TV want to know about it. But I defy anyone to show me three good-news stories about coaches, or just one favourable TV report.'

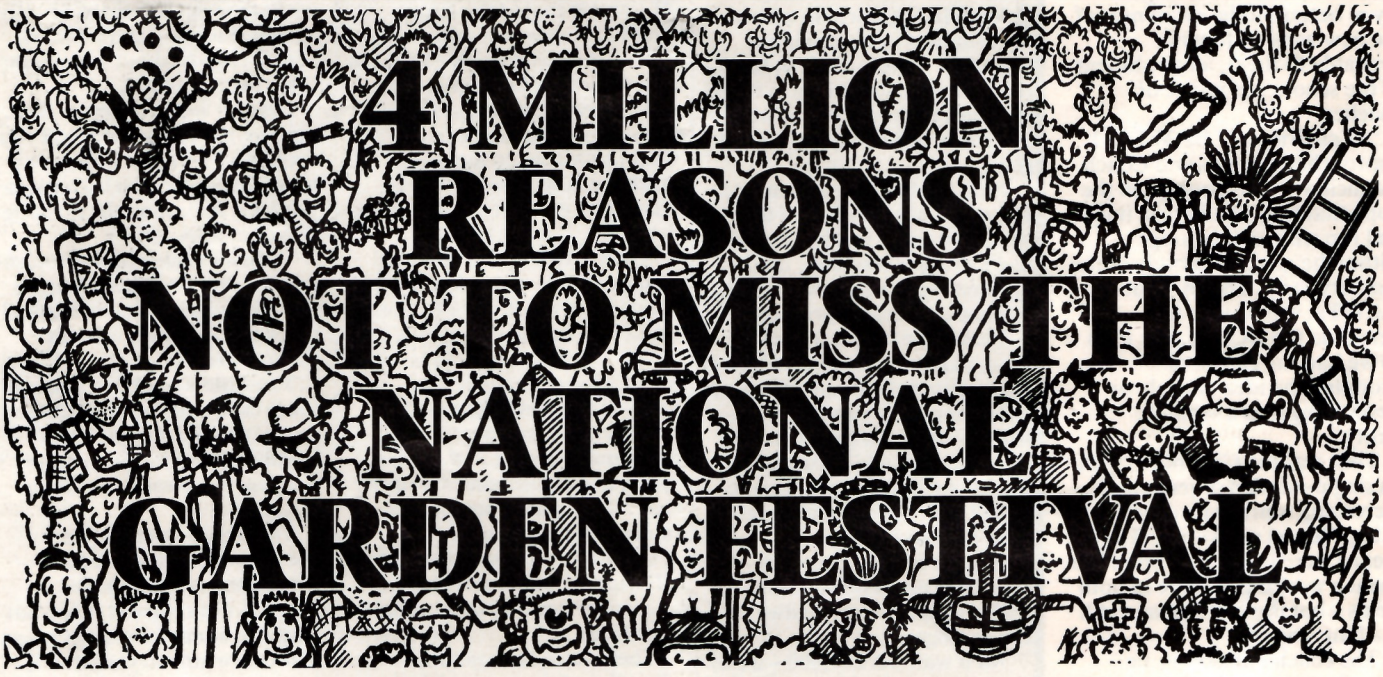
Aware

The BCC for its part is now very much aware that the CTC's campaign is under way, and is making some very positive noises. Its members are Topiol's target, though. In the fullness of time, pressure from them may persuade the BCC to become involved, but not until the members themselves are involved.

Topiol makes no bones about his motivation. It's the same motivation which drives every operator ... cash. He wants to put 'more bums on seats' by creating a new marketplace for coach tours and excursions.

What operators must recognise is that marketing isn't a ten-by-one ad in the local rag, it's the advertising of perception, rather than product. The public may not be persuaded by the low price of an excursion, because it's just another trip on a stuffy, smelly coach. Convince the same public that coaches are clean and comfortable, and that ten-by-one ad suddenly becomes better value.

The returns from the £500 a year membership of the CTC won't come pouring through the door next week in used notes. This is a long-term plan, and one which *Coachmart* endorses to the extent of the magazine's publisher joining the CTC board. Topiol's enthusiasm, motivation and expertise are self-evident. Now, it's up to Britain's coach operators ... ■



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For further details contact: Brian Kerslake, Travel Trade Manager, National Garden Festival Gateshead 1990, Queensway North, Team Valley Trading Estate, Gateshead NE11 0NG Tel: 091 487 0722 Fax: 091 491 0759.

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We're on a hiding to nothing

SIR – I've just taken a few minutes to read through your article in the September 14 issue.

Elsewhere in that issue I note that the BCC is impressed by the evidence of the Transport and Road Research Laboratory into the double summer time proposals. I assume from this that the reason for looking into the matter was first instigated by the BCC, and I wonder if the whole matter of transport legislation could not follow the same route?

I am sure that every one of us has some pet story or gripe about a particular part of the legislation or how it is translated. There is no doubt that there is a lack of uniformity in how the law is translated and applied in different parts of the country.

Perhaps, through your columns, you could seek from operators the parts of the law that they are unhappy with, and how they would like them changed – responsibly of course. These comments could then be passed, either through the BCC or directly, to the TRRL for further investigation.

Here are a couple to be going on with.

1. Your comments regarding pirate minibus operators etc. are justified. How is it that we are required to submit to all the various regulations applicable to roadworthiness etc of vehicles for the carriage of schoolchildren when the local authorities can send their own minibuses, which only need class five MoTs to do the same work and still be legal?

I feel that any vehicle with more than eight seats which is used for other than strictly domestic use should be required to satisfy the same demands as a PSV. That should include schools, clubs, cubs and scouts etc. etc.

2. The annual test. While recognising the necessity of the test, and generally agreeing with it, I find a strange anomaly involved in it as regards re-tests. If your vehicle should fail its annual test you will be given a form VTP 30 at the bottom of which will be listed the reasons for failure.

These will have to be rectified and the vehicle returned to the testing station for clearance. However, what actually happens is that the vehicle will be subjected to another full test, perhaps by an entirely different examiner who may well decide that something other than what is listed also needs attention and another failure slip will be issued.

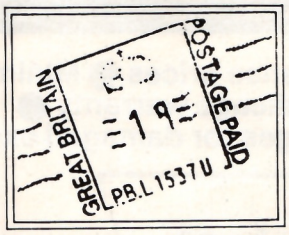
3. I have always believed that in Britain you cannot be tried for the same crime twice. Inevitably this means that you cannot be punished for the same crime twice.

Why then is it possible for a coach operator to be brought before a court of law for a road traffic offence, for which he is found guilty and is meted out a punishment by the court, and can then be called before the commissioners for the same offence and they can then take 'disciplinary action' against him.

Clearly the time is approaching when guidelines to ascertain the intention of the laws must be laid down because at the moment so much is based on opinion, even to the extent where a fault on a coach exists in one examiner's opinion, but doe not exist in another's.

Until the whole thing is revised and the decided revisions are made clearly available, together with the clear intention of their application, the coach operator is on a hiding to nothing as far as trying to stay within the law is concerned.

S BANGHAM
Manager
Adamson of Edinburgh



Send your letters to: The Editor, Coachmart, EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS

Get involved for a better deal

SIR – I read with interest the letter September 28 from Barry Breeze regarding PSV drivers' wages.

There are very few operators I know who would not like to pay their drivers (and indeed all staff, including themselves) more than they do. Taking into account the responsibility involved, hours worked and higher standards now expected, PSV drivers are undoubtedly worth more.

Most companies now realise that the driver is of paramount importance in looking after vehicles and customers. More than ever operators are competing in the labour market as well as the customer market.

Higher wages can only be paid for from higher rates which do seem attainable, (according to Marksman) but in certain areas where low or marginal hiring rates have become the norm, change is always resisted

No operator or driver can change things on his own overnight. May I suggest that if Mr Breeze is interested in driving coaches, he finds a progressive operator, helps to build his business and he may find rewards, such as higher wages and profit sharing etc come his way.

It may be of small comfort to Mr Breeze but many operators are now striving for higher, more realistic rates in order to renew rolling stock and to attain staff of the right calibre. Mr Breeze would do well to help change the industry by his own small contribution, writing letters is one way – getting involved is another.

BOB HARRIS
Managing director
Classic Coaches
Wombourne

It can't have been me!

SIR – What a coincidence! Another operator appears (from the NALGO letter *Coachmart* September 21) to have had a similar experience to mine when obstructed by pickets.

I am drawn to that conclusion as the events described by the NALGO ladies bear no resemblance at all to my little confrontation – I faced 11 or 12 pickets, not four and they were not just chatting in the entrance area, they were physically blocking access through the office entrance door.

In my case there was certainly no violent physical conduct by either side and, to cap it all, my car was parked in an area of broken yellow lines which permitted parking at that time of day.

As well as confusing identity, the letter does have the unfortunate omission of not answering the issues which my illustrative picket line piece posed: what rights have pickets to stop members of the public from entering public buildings? How can they justify causing danger to pupils on school buses?

Comments on these points would have been more constructive than the diatribe which they actually wrote.

But I do take issue with these ladies when they lambast me for my style of labour relations. I never forget that I am in the public service business and, hourly and daily, have moral, legal and contractual obligations to fulfil to the travelling public.

If recruiting staff to perform these duties at a time when industrial action threatens is intimidatory – you can knock me down with a picket's banner!

I see it as being public spirited, responsible, sensible and responsive to supply and demand in the labour market.

For what Liz, Gail et al fail to grasp is that there is no 'basic human right' to strike, to cripple employers and to inconvenience the public. The basic right of any employee seeking better wages is to leave and go elsewhere.

To strike is to effect the most fundamental breach of all in an employment contract. It is high time that trade unions adopted a more responsible approach to the use of this 'last resort' device.

Marksman.

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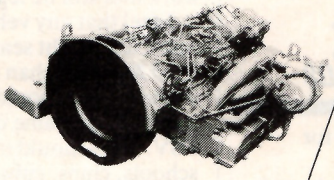

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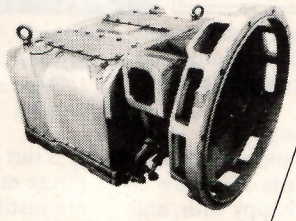

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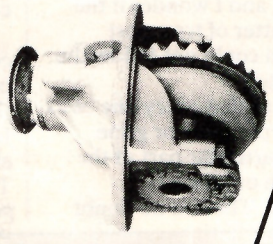

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1979 12m LEYLAND LEOPARD, semi-automatic, Duple Dominant, 50 reclining seats. MoT 23.06.90.

BEDFORD

1979 BEDFORD YMT Duple Dom II, 53 seats, new MoT applied for.

1979 BEDFORD YLQ Duple Dom, 45 seats, MoT 11-10-90.

1975 BEDFORD Duple Dominant, 53 seats.

1974 BEDFORD PJK Duple 29 seats.

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BRISTOLS

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1968 BRISTOL RELL Gardner engine, ECW, 53 seats.

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1977 FORD R1114 Duple Dominant, 51 seats.

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The Welsh Highland Railway – one of the Scania Trust Awards finalists.

Four in awards finals

SCANIA'S Transport Trust Awards have been given to four transport restoration projects, with railways, boating, aircraft and tanks to benefit.

Winners are Welsh Highland Railway, Windermere Nautical Trust, Cotswold Aircraft Restoration Group and Bovington Tank Museum.

Each get £250 and go forward to the final at the RAC building in Pall Mall, together with four others announced earlier in the year.

Are you helping the handicapped?

THE British tourist industry should do more for the handicapped, says an English Tourist Board report.

Up to 40 percent of Britons do not take a holiday each year, many because disability, mental health or the responsibility of caring for the young, sick or handicapped prevent them doing so.

Provision of facilities for people with special needs should be the norm not the exception, says the report's working party, led by Holiday Care Service chairman Mary Baker. 'The statement that a person is not handicapped by his or her disability but by the environment should be taken to heart by the tourist industry,' she says.

Tourism operators are largely ignorant of the needs of disabled people and how to meet them, the report goes on, and many disabled people are wary of explaining their needs in case they are turned away.

The report contains 60 recommendations for the tourist market, including building regulations and design, transport and parking, and special projects. For further details, contact the English Tourist Board, Thames Tower, Blacks Road, London W6 9EL,Tel:01 846 9000, for details.

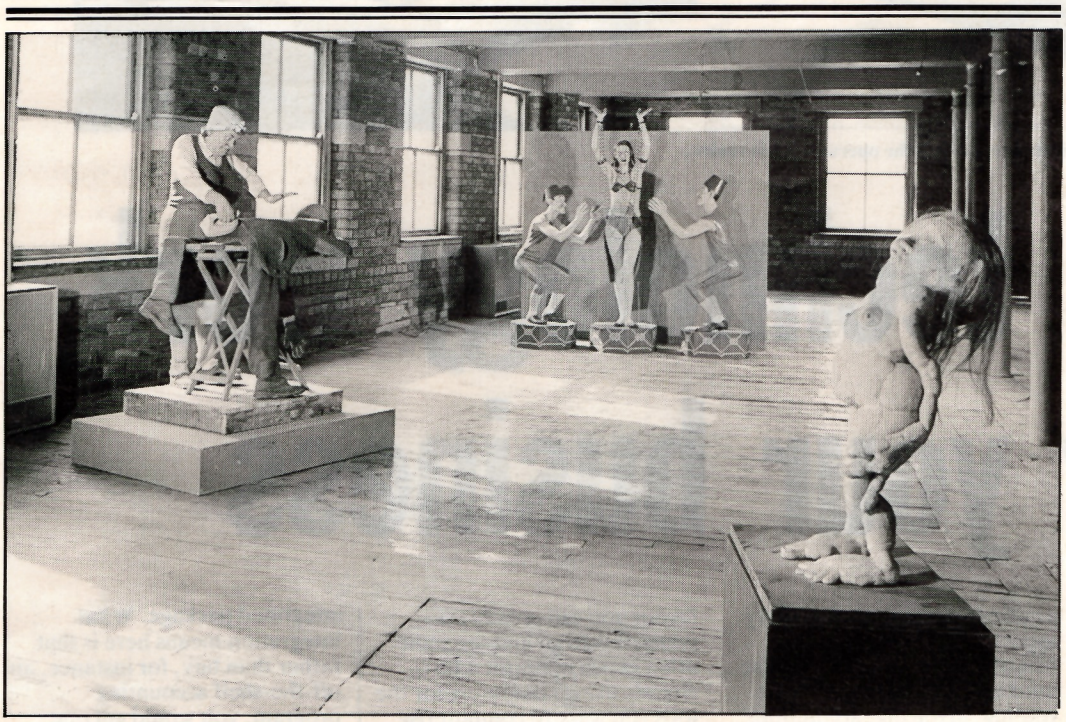
More head for the west

WEST country tourism improved this season, says the West Country Tourist Board.

A thousand WCTB members were in a survey to assess business during the summer, and 67 percent reported better trade. The super weather and improved marketing were said to have some bearing, but some tourist attractions suffered as visitors stayed on the beach.

● BUDGET-priced breaks in Cornwall, Devon, Dorset, Wiltshire, Somerset and Avon are the subject of the Go West Country brochure compiled by the West Country Tourist Board.

The booklet – which covers October until early summer – also lists main tourist attractions. It is available from the WCTB, at Trinity Court, Southernhay East, Exeter EX1 1QS, or from most information centres.



Some of the displays at Treadwell's Art Mill.

Mill displays new arts

ART enthusiasts will be heading for Bradford's Little Germany next summer to enjoy the exhibits in Treadwell's Art Mill. The gallery opens on September 25 and is unusual in that it depends on the public for financial support.

Refreshingly, the Art Mill offers a shop window for newly-qualifed art graduates, and explores mediums such as 8mm and 16 mm cine, dance, theatre, painting and sculpture. Entry will be £2 for adults, £1 for children.

Full details of the Art Mill are available by telephoning 0274 306065, or by writing to Treadwell's Art Mill, Upper Park Gate, Little Germany, Bradford BD1 5DW.

Travel market tickets

TICKETS for this year's World Travel Market at Olympia can be reserved by 'phone, fax, post or Prestel. The travel exhibition, from November 28 to December 1, will be free to trade members who pre-book, but £6 on the door.

Also on offer, for £10, is a Prestige Pre-registration Pack, which includes business planner, show diary, and vouchers for the show catalogue and the World Travel Market 1990 diary.

Pre-booking for trade members is by 'phone on 0753 696300; or through Prestel WTM89. Pre-registration forms will appear soon in the trade press.

Specialised programs will be dedicated to making the operator's job easier.

Make technology work for your business

As little as two or three years ago, the subject of computers in the coach world could usually be reduced to a single question: have you introduced them?

But times have changed with the tide of technology. Nowadays, even the smallest coach operation usually has a computer tucked away somewhere in the office or the workshop, and the key questions are rather more complex. Even if you've got a computer, is it the right one for your business? Is the software really suited to your own particular needs?

Computer programs are available now for almost every aspect of running a coach business. You can computerise bookings, scheduling, vehicle routing, invoicing, accounting, payroll, correspondence, vehicle maintenance, workshop control, stores and stock control ... the list is endless. Moreover, you can spend any amount on computerisation, from a couple of thousand pounds at the bottom end, to £50,000 or more at the top.

But where do you start? The difficulty is that if you're a relative novice at the game it can be extremely hard to visualise just what computers can do. In this situation, the best favour you can possibly do yourself is to go and see some other coach operator who is already using computers for the jobs you want to computerise yourself. Ask the company to tell you what went wrong in the early days, and where the benefits now seem greatest.

Only then should you talk to software suppliers (leave the hardware question until later); and you should talk to more than one. If they start blinding you with science, don't be afraid to bring them down to earth.

Your main decision is probably whether to computerise your business step by step or to opt for an integrated package. What integration means here is that rather than buy, for instance, an off-the-shelf accounting program, you would get one which links up automatically with your order-taking and vehicle scheduling.

There are strong arguments in favour of this approach; after all, why give yourself the chore of keying in details for invoicing if somebody else has already input them when making out the day's job sheets? Moreover, the software houses offering integrated packages often have ex-coach operators on their staff, and have a fairly good understanding of their market.

All sorts of sophistications are on offer. For instance, the program might be able to link up scheduling with drivers' hours analysis, and warn your traffic operator if he allocates a journey that can't be run legally by a particular driver. Maintenance might be linked in too, so that it would be impossible to allocate vehicles that were unavailable.

If you have your own fuel supplies, you can monitor those too. Some bunkering agencies will even supply fuel purchase data on disc for feedinq into your program.

Different software suppliers tend to favour different approaches to the hardware, so it's as well to have some idea of the options. Among the ubiquitous IBM-compatible PCs, you will find various approaches. At the simplest level, a hard-disk model on its own can run some powerful bookinq, accounting, payroll and general management packages. But it can only do one thing at time, of course. Until a couple of years ago, a popular way round this was to have a fairly powerful model with plenty of disk capacity, and to connect two or three terminals to it. This is called the multi-user approach, and can work well – although the more users there are, the slower the computer tends to run.

A terminal rash? . . . a network system links PCs together.

These days, the more popular alternative is networking, where you have self-contained PCs that can each do their own job, but are linked by cable to others and share programs and file data. This is usually a much more satisfactory solution; but networks can be fairly temperamental in operation.

A network system centred on a fast IBM-compatible using one of the latest 386 microprocessors has as much power as the much larger minicomputers of a few years ago. However, for a big business running perhaps 40 or 50 vehicles, a true minicomputer such as one from the DEC Microvax range may well still be preferable. Some of the best-established coach costing and booking programs run on minis, and they have a good track record of connections to the public networks that give access to travel agency booking systems.

Computers should save you time and money and give you more complete and up-to-date management information than ever before. If you choose well and wisely, they will do all this and more much more besides. But brace yourself for a steep learning curve. The growing pains can be quite sharp. ■

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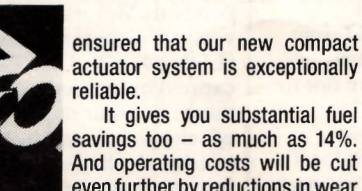

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AGENTS THROUGHOUT EUROPE

When the VAT man turns crusader ... turn to a tribunal

My last comments on the Tour Operators' Margin VAT Scheme (*Coachmart* March 10) brought a flurry of readers' letters on the topic and some feature articles.

I have just come through a VAT inspection unscathed, but I know some operators have had problems with the scheme on their VAT inspections, especially those not operating it at all! They might do well to dig out some old copies of *Coachmart* before Customs and Excise start using the penalty powers which they can use (as well as simply raising assessments) against persons making incorrect returns.

My primary purpose in returning to this issue again was not, however, to issue that reminder – however timely. Rather, I think that it may be helpful to try and assist those operators who have been working the Margin Scheme to the best of their abilities and who, nevertheless, have been told that their calculations are suspect. I believe that, in more than one case, Customs and Excise have raised assessments to recalculate the coach costing element where they feel that the operator has pitched it too high (and consequently created a lower yield of tax generated from the sale of the positively rated element of the package).

A particularly inane assessment has been brought to my attention. In this the VAT Officer has refused to allow the operator to include any overheads at all in his coach operating costs. He has struck out payments made for rent, rates, heating and lighting of premises, telephone charges, stationery and advertising and, even more ludicrously, interest charges on borrowing used to purchase a coach.

He even went so far as to suggest that engine replacement might not be an allowable coach operating cost unless it was actually for a coach used on a tour!

I have no doubt whatsoever that this is wrong and that the operator concerned will have no difficulty getting this ridiculous ruling overturned if he appeals to a VAT Tribunal. This is a simple, inexpensive and informal procedure and I urge any operator faced with an assessment of this nature not to hesitate to appeal.

To that end, or to assist readers' discussions with local VAT Officers (who clearly seem to be quite confused about this matter), I suggest that it may be worth making the following points to the Inspector or Tribunal:

- If a tour operator, instead of providing a coach from his own fleet, hires in from another Company, the cost to him of that zero-rated supply will include all of the hiring operator's overheads, finance charges, etc. There is therefore neither equity or logic in requiring them to be excluded from an 'in house' supply of a coach.
- There is a line of reported cases which established the authority for the VAT Margin Scheme. It really began with Customs and Excise versus Automobile Association [1974] 1 WLR 1447; [1974] 1 All ER 1257 and, other than as a starting reference for those who want to follow the matter through, that need not now concern us.

From the decisions of principle in that case flowed a string of cases, the first of which was River Barge Holidays Ltd versus Customs and Excise (LON/77/345). Although this case concerned river, rather than road transport, the issues are identical. It was held that overheads should be split in proportion to the component costs of the mixed supply.

This principle was upheld in two following coaching cases: P. B. Rogers versus Customs and Excise (MAN/83/13) and Percivals Motors (Oxford) Ltd versus Customs and Excise (LON/84/289). I can find no express or implied suggestion in these, or other related cases, which give rise to any belief that overheads should be removed from the calculation.

Indeed, while we might accept that items like rent, rates, lighting, telephones etc, are partly a cost against the sale of the accommodation element of a package, if I was arguing a case in Tribunal I would take the view that the interest charges on a loan expressly for coach purchase was not an overhead at all but WHOLLY a coach cost item which should not be apportioned.

I feel certain that this is an item which will find its way back into this column before long.

As you read this, the suppliers' invoices in respect of October purchases will be arriving, and I will be totalling up my outstanding liabilites and debtors for the past month. It is the final stage of my monthly management accounting. By the 14th of each month I know exactly how much profit I made in the previous month.

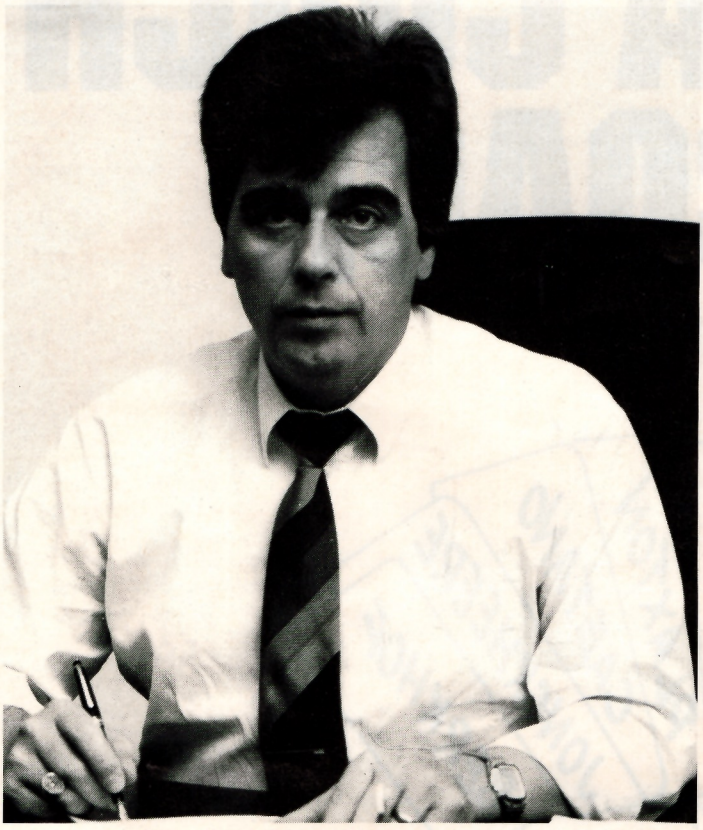
It is far from being a boring and unexciting task. Truth to tell, I do it with the enthusiasm and excitement of a miser counting his brass. It's really great to know how well I have done, to compare it with previous months and to plan for profit improvements. Of all the things I do, I count this as one of the most worthwhile. I am therefore pleased to see that it is one of the topics featured in *Coachmart's* Financial Management Seminars. Operators who have no real system of measuring recent profitability will surely benefit from attending. Management accounting is really a finger-on-the-pulse job – you feel the heartbeats of the business, write the prescription and give medication as appropriate. The alternative – waiting for annual accounts to be produced, could be likened to collecting a death certificate.

Speaking of money, I have a letter from the West Glamorgan Coach Operators' Association asking if I can supply my 'comprehensive costing package' as they are seeking to provide a service to their members in this area. Thanks for the implied compliment, but there is nothing more to it than what you have read in these pages.

From time to time, readers do write directly to me, as opposed to the letters page. Eastleigh Coaches did so, sending copies of their correspondence with the Minister on the subject of microphones. I am pleased that some operators did indeed write to M.Ps and Ministers on this topic.

My failure to reply to letters, other than through the column, is partly due to obvious pressures of time. I really do run a business as well as writing for *Coachmart*. More particularly, while I have no qualms about penning this column under a pseudonym as it is common practice, letters are different. I would not like to receive an anonymous letter, so I have no intention of writing them! Please by all means, continue to write to me through *Coachmart*, but do not always expect a personal reply.

Quality seats and a whole lot more



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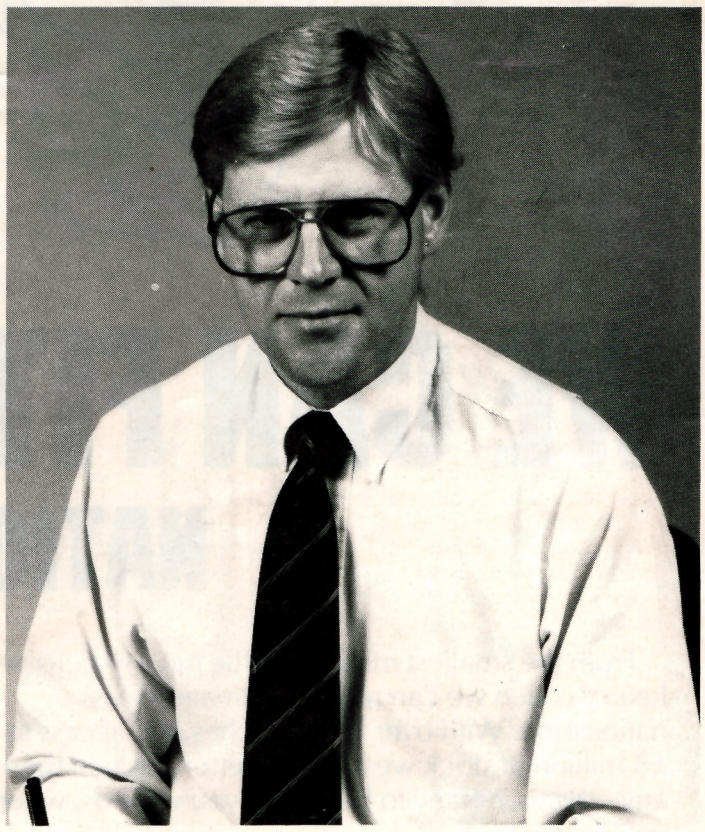
Richard Browne.

Richard Browne



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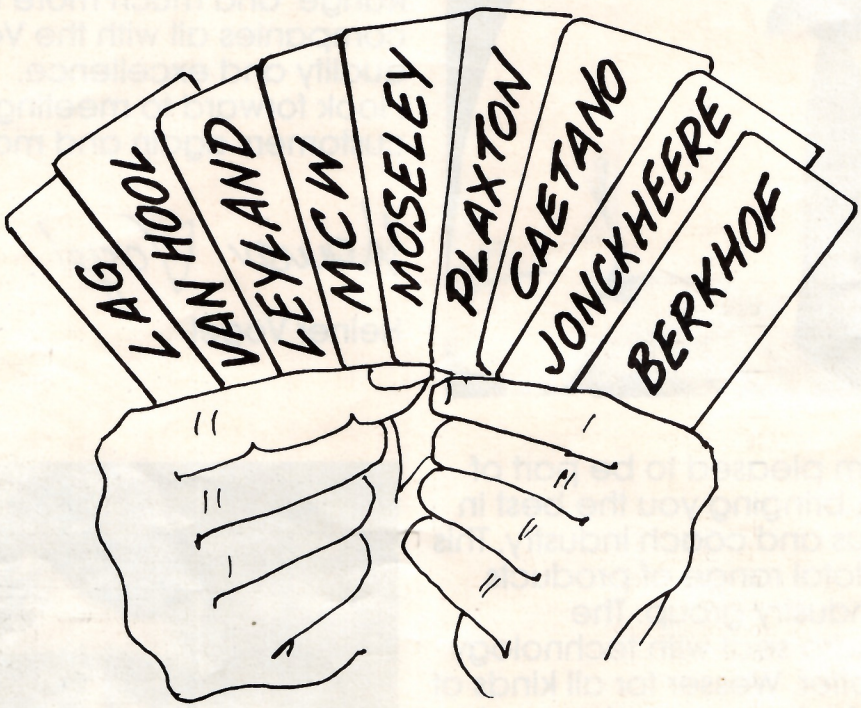

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Vasey's Coaches loses registrations

THE registrations of two local services operated into Newcastle upon Tyne by Mr Thomas Vasey, trading as Vasey's Coaches, have been cancelled by the North Eastern Deputy Traffic Commissioner, Mr Brian Horner.

At the same time, the commissioner has cut the authorisation on Mr Vasey's PSV operator's licence from 10 vehicles to six.

Mr Vasey had been called to a disciplinary inquiry because of failures to operate local services in accordance with their registered particulars.

At the outset, Mr Horner indicated that he proposed confining himself to why Mr Vasey had not operated the services concerned as registered, without considering allegations made by Mr Vasey about particular incidents.

For Mr Vasey, Mr Roger Hird said it was admitted the services had not been operated, and the Commissioner would be interested in the reasons.

Mr Vasey said he expanded the scale of his operations six years ago when he took over the business of Taits Motor Services of Morpeth. He started using the Morpeth premises, rather than his Otterburn premises.

Mr Crisp was the holder of a Certificate of Professional Competence for Taits. He also did some driving. At Christmas 1987 the office administration was moved to Mr Crisp's home address at Ashington, after the lease on the Morpeth premises expired.

They had not been doing a lot of business in the Morpeth area. They were looking for premises in the Ashington area, and they went to Mr Crisp's in the interim.

He had operated Service 808 from Otterburn, via Ponteland to Newcastle, for some years, said Mr Vasey. On deregulation, he registered additional buses per hour on the section between Ponteland and Newcastle, Service 876. That precipitated competition from other operators.

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WEEKLY REPORT ON LAW AND THE COACH OPERATOR

He found that Busways Travel Services started running buses two or three minutes in front of his buses from Ponteland. Busways had also recently extended 16 miles out into the country on an early morning journey, which competed with Service 808.

The competition had made the journey totally uneconomic and he applied to cancel the registration of the journey concerned. He would also be seeking to cancel the registration of Service 876 in the near future.

At the beginning of the summer of 1988 he registered a further route, Service V87, between Eldon Square Bus Station, Newcastle, and the Newbiggin Hall Estate, said Mr Vasey. The Eldon Square Bus Station had always been a problem.

Service V87 had been timed to run in between Busways' timings. However, as soon as operation started Busways introduced duplicates running immediately in front of his service on the stand.

His buses had been frozen out of the bus station on numerous occasions. If they were unable to gain access to the stand, they could really only operate the service on a one way basis, and that was not possible from an economic point of view.

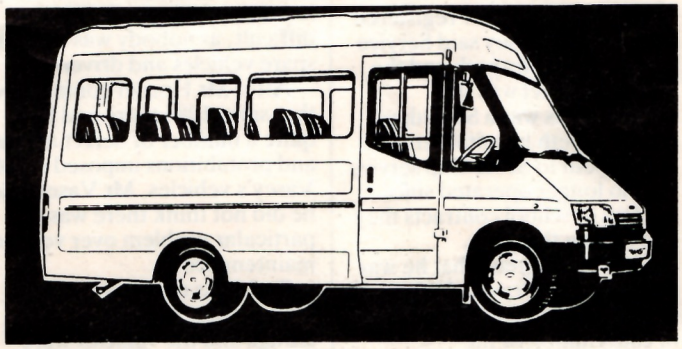
Mr Vasey said he had been ill in February and was off work getting on for four months. He subsequently strained ligaments in his side and was still not right. He had to seek further medical advice yet. Mr Crisp had also been unwell this year.

Mr Vasey said while he was off work Mr Crisp ran the business. However, it was discovered that Mr Crisp was suffering from hardening and narrowing of the arteries. Consequently, he lost his PSV driving licence. Mr Crisp was not allowed to undertake any work involving stress and he had had to virtually withdraw from his involvement in the business.

There had been difficulties over the number of drivers available, said Mr Vasey. As a result on occasions the services had failed to run. The first service to suffer in such circumstances was Service V87, followed by Service 876.

With hindsight, he realised that he should have taken steps to cancel the registrations. If he was allowed to continue operating, the use of Mr Crisp's house would cease and the office would be transferred back to Otterburn.

He hoped to retain the school journeys he had always operated in the morning and evening, and a certain amount ▶



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of private hire as it became available. He would like to retain part of Service 808, which included two schools journeys in the corridor concerned.

During the school holidays, there would only be one journey on the service, and that would be at night between Eldon Square and Otterburn. He required three vehicles to run what he proposed and ideally he would like authority to operate four vehicles. He had six vehicles in possession now. Spare licences were held in case contracts became available at some time in the future.

The accumulation of competition and illness had shown that he had overstretched himself, said Mr Vasey. He accepted that he had not taken the appropriate measures soon enough.

Questioned by Mr Horner, Mr Vasey said he felt that a licence for five vehicles would be appropriate, taking account of the fact that Service 876 would be ceasing in the near future. While Service 876 was operating, he required six vehicles, including one spare.

Asked about other registered services, Mr Vasey said Service 935 between Morpeth and the Newgate Hotel was still operating, as was a Saturdays only Morpeth hospital service. A Morpeth to Scots Gap service was no longer operated since the loss of school contracts they had held in that area.

Mr Vasey agreed that he was not operating Service V87 at all, even though the 42 days notice of cancellation of the registration had not expired.

He said it had last operated on the last day of July, when he was informed that the driver had been taken off the road by his doctor after an incident in the bus station with a Busways' driver.

He was operating Service 876 at the present time to the best of his ability, said Mr Vasey. Its operation depended upon the problems that cropped up from day to day. He was off the road and Mr Crisp was off the road. He had five drivers in total.

He agreed that made it very tight in relation to sickness and holidays. He said it was partly due to difficulties in getting suitable drivers. Because of the competition that was being experienced, some drivers just would not drive for him, and he did not blame them.

There were no particular problems with the reliability of Service 808, said Mr Vasey. The journeys were primarily schools journeys and there were no other buses in the sense there was no other operator on the route at the times concerned.

He agreed that in registering services, he had committed himself to running them as advertised and that the public were entitled to expect that they would operate. However, he pointed out that there were parallel services along the routes of both Service V87 and Service 876.

He said he had tried on occasions to get other drivers and on sometimes he had hired in other operators. It was difficult, as nobody was keeping spare vehicles and drivers.

After Mr Horner commented that since 1986 there had been quite a number of defect notices and prohibitions imposed on Mr Vasey's vehicles, Mr Vasey said he did not think there was any particular problem over vehicle maintenance.

Problems cropped up from time to time. He had his own garage and the vehicles were inspected once a month on average. The drivers had defect sheets on which to report defects and he had fitting staff in.

It was now falling on him to do the maintenance as the fitter had gone to another job. He either hired someone in to do the job, or he did it himself.

Questioned further, Mr Vasey said he had received fuel duty rebate grants for all his services. Most of the non-operation was in the current period. He had only claimed in respect of the mileage operated.

He had advised the Department of Transport what he thought he would operate in a 12 month period, and he had to advise them of any major change. He had not done so as yet, but he would be doing so.

Mr Vasey said his vehicles went abroad occasionally and they did their own holidays through the year, generally for a week at a time. He also did day private hire, both local and long distance.

The other operation would be less than a quarter of the total. The main plank of the business was the registered service operation, and Service 876 formed a large part of that.

Asked why he had allowed the larger part of the business to go down in relation to the smaller part, Mr Vasey said it was a large part in turnover but he had to operate a considerable amount of mileage to achieve it.

He did not wish to make public the reason he wanted to retain Service 876 for the time being, though it would cease at some time in the future.

Mr Vasey said he had been operating buses for 23 years. A lot of the services he had operated in the Morpeth and Scots Gap areas came to an end on deregulation, as the subsidies thathad kept them alive also came to an end.

Basically the service operation had been reliable, apart from odd hiccups due to vehicles breaking down. He did not envisage any problems in the future. He accepted that he had not notified the Traffic Area Office of vehicles he was no longer operating or of the acquisition of three new vehicles.

At the moment they were losing the breaks the driver should have on Service 876, said Mr Vasey. It was down to not being able to get the right staff. It was still down to his illness.

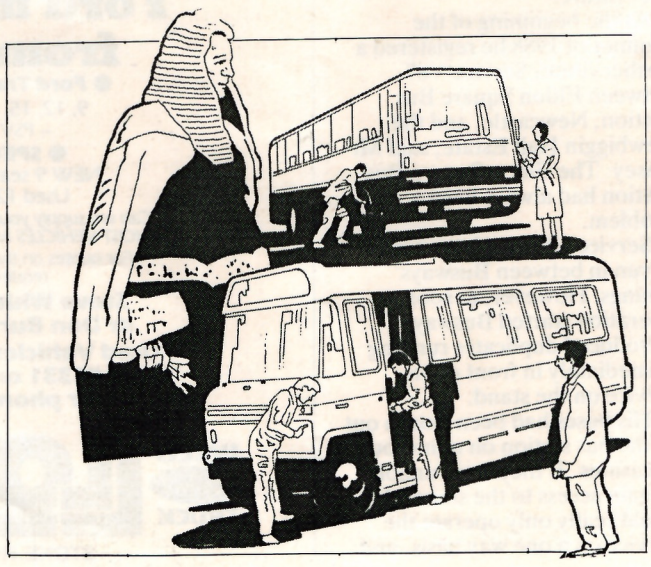
Mr Hird said it was an unhappy and unsatisfactory state of affairs. Mr Vasey had appreciated even before the public inquiry that steps had to be taken to alter the situation. He asked the Commissioner to bear in mind the difficulties that Mr Vasey had had.

He suggested that as Mr Vasey had been in the industry for 23 years, the Commissioner could perhaps take a more lenient course than with someone who had blundered in without setting things up properly in the first place.

Mr Horner said Mr Vasey had been called to public inquiry, following reports received from the PTE, Busways and others. It was a most unsatisfactory situation from the point of view of the travelling public. He was satisfied that Mr Vasey had been overwhelmed by his own ill health and that of his traffic manager.

He did not believe that Mr Vasey had really been organised for the expansion that took place following deregulation, particularly in relation to the competition that he faced. So

Basically the service had been reliable apart from the odd hiccup. He did not envisage any problems in the future



often operators with small successful businesses failed when they expanded due to a lack of resources and organisation.

There had also been a decline in maintenance standards, said Mr Horner. He was satisfied, from the point of view of the passengers, that it was right and proper to revoke the authority for the operation of Service V87 with immediate effect and that for Service 876 from the end of the month.

That would give Mr Vasey an opportunity to give notice to the public and for alternative arrangements to be made, if necessary.

He advised Mr Vasey to immediately update the Department of Transport as to the fuel duty rebate position.

He was sympathetic in regard to Mr Vasey's problems, and he felt that Mr Vasey could operate successfully at a reduced level. Consequently, he would reduce the authorisation to six vehicles for the remainder of the currency of the licence.

Finally, Mr Horner warned he would direct that the traffic examiners check the remaining service was operated in accordance with its registered particulars. ■

Driver who was sacked wins £209

THOUGH rejecting a claim for unfair dismissal by a coach driver sacked by Smith's Coaches (Shennington) Ltd., a Birmingham Industrial Tribunal has ordered the company to pay him £209.70 compensation because of its failure to give him written reasons for his dismissal.

The Tribunal said the company was in business in a substantial way. Apart from providing local services for school runs and such like, it operated coach tours for holidays throughout the UK and in other European countries.

January to Easter was a busy time with skiing holidays in Austria, France, Andorra and Italy. That was followed by the summer period, during which the company operated a large number of coach tours.

Each tour was manned by a driver and his deputy. The claimant, Mr V C Doyle had been employed as a lead driver since 1986, without any complaints about his performance.

In February, Mr Doyle took a coach of 50 schoolchildren to Andorra for a skiing holiday, returning on March 5. He remarked to Mr Mike Smith, who was involved in operations, that he had loved his time in Andorra and that he would like to go there again. Mr Smith replied that he would see what he could do.

Mr Doyle was due to take another coach load of school children to Italy on March 17, the very day when a further coach load was due to go to Andorra.

He pursuaded himself, following his conversation with Mr Smith, that he was going to do the Andorra trip instead of the Italian one. Mr Doyle's brother was taking his holidays from his employment in order to act as Mr Doyle's deputy driver.

On March 14, on returning from a morning school run, Mr Doyle was informed that his wife had telephoned to say he had a doctor's appointment at 3pm. That would clash with his afternoon school run, but he was assured that it would be covered by another driver.

Mr Doyle then discovered, by looking at the operations board, that he was down for the Italian trip on March 17 and not for the Andorra trip. He was highly incensed, and remonstrated with Mr Smith without avail. Matters became heated.

Mr Smith kept asking whether Mr Doyle was going to go to Italy. Mr Doyle refused to say definitely, saying that he did not know and that he would think about it.

After a while, Mr Doyle went out to his coach to see to a puncture that had occurred the night before. After giving him some time, Mr Smith followed.

He repeatedly asked whether Mr Doyle was going to go to Italy, without getting a firm reply. The furthest that Mr Doyle would go was to say he would think about it and telephone later that day.

The company's managing director, Mr Arthur Smith, appeared on the scene. He gathered that there was some doubt about Mr Doyle going to Italy, and said that if Mr Doyle was not going the job had better be covered.

Mr Doyle then drove his coach to another of the company's depots at Armscote, 20 miles away, where he had left his car that morning. He parked his coach and went home. He thought about things during the afternoon, and regretted what he had said. He telephoned the operations manager, a Mr Matthews. He asked whether he still had a job and he was told that he did not.

The next day Mr Doyle went to the company's yard and apologised to Arthur Smith, saying he realised that he had gone too far and he asked for his job back. Mr Smith said it was not possible.

It was claimed in evidence that during his altercation with Mr Mike Smith, Mr Doyle had twice said that he was quitting, said the Tribunal.

However, having heard the evidence they did not believe that was so. They believed that Mr Doyle downed tools, as it were, in a huff, unreasonably. He was not, however, in their view, terminating his employment. Mr Doyle's behaviour so incensed his employer, that he sacked him.

Some 16 coaches were involved in the company's winter schools skiing operation in the four European countries. The drivers worked a 21 day cycle, 10 days abroad and 10 days at home. Each driver normally stayed with his own coach.

Not all the drivers were available for all four countries. Meticulous planning was involved, and the whole operation had been planned down to the last detail since January. That meant that Mr Doyle had known since January, or would have known if he had consulted the operations board, that he was due to take a coach to Italy on March 17.

Voluminous paperwork was involved for each trip, something like 12 forms having to be filled in. By March 14 all the paperwork had been completed for Mr Doyle's departure on the 17th. All that would have had to have been altered, if not scrapped, if Mr Doyle was not to be the driver. He refused repeatedly to say yea or nay. The company had to make arrangements to cover. After a while Mr Doyle relented, but it was too late. The company could not risk failing to perform its duty to the public.

At the end of the day, said the Tribunal, the test was whether the employer, in dismissing the employee, was acting within the band of reasonable responses of a reasonable employer. They were unanimous in holding that in the particular and rather unique circumstances, the company had not acted unreasonably.

However, the matter did not end there. On March 29 Mr Doyle wrote to the company asking for reasons for his dismissal in writing, so that he could show them to prospective employers. He received no reply.

Consequently, the Tribunal awarded him the equivalent of two weeks' wages as compensation for the company's unreasonable failure to provide written reasons. ■

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WEEKLY REPORT ON LAW AND THE COACH OPERATOR

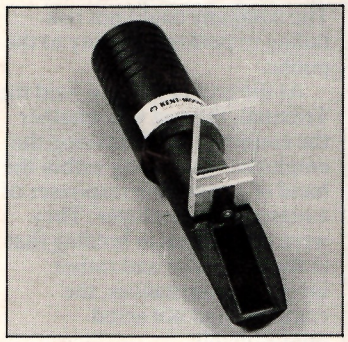
By Michael Jewell

Cut above the rest

THIS new saw from Ingersoll-Rand offers speedy but accurate cutting of plastic, sheet metal or almost any material, says the maker. The I-R 329 can be adjusted to set depth of cut, positively retains the blade and aids accuracy of cut with its vibration-free body. Enquiries to Ingersoll-Rand, Freepost, Conrad House, Birmingham Road, Stratford-upon-Avon CV37 0BR.

Top award

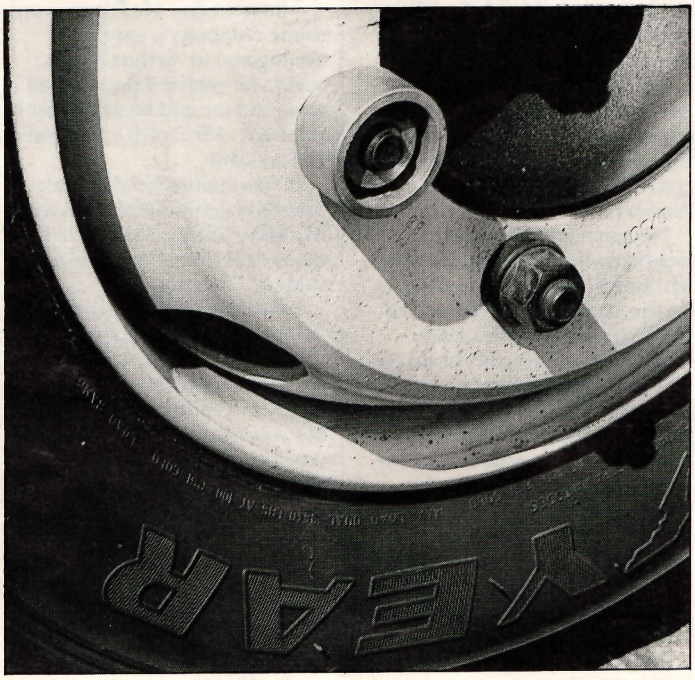
CRUISE control manufacturer Econocruise has been awarded British Standard BS5750 for the quality of its work.



New tester

THE Kent-Moore Optical Anti-freeze and Battery Acid Tester KM4202 uses just a tiny sample of coolant or electrolyte to determine the specific gravity and check its condition.

There are no moving parts or glass and the tester is ideal for workshop use. Full details are from Kent-Moore Service Products. Tel:021 707 6955.



Nuts foil raiders

WHEEL theft is hardly rampant in the coach industry, but if it's a worry, a £200 security wheel nut set from Ellis could set your mind at rest.

The simple system is similar to that seen on cars, and is available for most makes of commercial vehicle. Contact Ellis, on 0902 403204, for details.

Watch offer

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AREA SALES EXECUTIVE

An opportunity exists to join one of the United Kingdom's leading distributors of luxury continental coachwork.
Salvador Caetano (UK) Limited are seeking enthusiastic and professional sales personnel for a number of areas, primarily in the north of England and the south/south east, although some flexibility can be applied in allocating actual areas.
An excellent remuneration package is offered by way of realistic basic salary, generous commission system, company car and other valuable fringe benefits.
Successful candidates are likely to be aged between 25 and 45 with an outgoing personality and will be articulate, confident, self-motivated and able to work from home with the minimum of supervision.
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If you think you are the person we are looking for, please write enclosing full CV to:

Mr D Wakefield, Sales Director, Salvador Caetano (UK) Ltd, Mill Lane, Heather, Leicestershire LE6 1QE. Tel. (0530) 63333

(32908/SV)

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DO YOU OFFER AN EMERGENCY SERVICE?

Repairs, Recovery, Tyres or Windscreens –

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Coach Recovery Services

24 hour breakdown and recovery service close to most major motorways. Accident vehicle storage.

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0860 295740
Fax. 0293 773638

(30607/ES/51)

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Specialist coach servicing and repairs. Fully equipped maintenance van for those coach companies in mechanical difficulties in the

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LINCOLNSHIRE

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The Royal Hotel can comfortably accommodate full coach parties for weekends, midweek and full weekly booking at **very competitive rates.**

We **guarantee** a great time, **passenger lift,** tea making etc, and **DRIVER FREE.**

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0754 3663

(28837/HO/40)

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53 Bedspaces (47 en suite)

Centre of Northern Wales. All attractions (including Chester) within 1½ hrs drive. Ideal for touring. Colour TV, tea and coffee making facilities in all rooms, phones.
Also
Meal stops, coffees, teas and fully licensed bar.
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(30929/HO/57)

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AA RAC ★ ★ | **High St, Bala Gwynedd** | **WTB 4 Crowns**

TEL. (0678) 520314 today
Try us for Mystery Tours

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1990

MARCH MADNESS!

5 nights full board £48.75 standard room, full board including VAT. (Minimum 40 people)

INTERESTED?

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for brochure and available dates.

RAYLES HOTEL, SANDOWN
Isle of Wight

(32654 HO 59)

EUROPE

SPAIN

CALELLA

A medium sized, family run hotel. Two swimming pools, bars, lift. All rooms with facilities and more!
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Fax. 010 343 769 4940

(32636 HO)

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BELGRAVE HOTEL

Tenby

45 bedrooms, lift, parking, good food, entertainment, tea/coffee facilities and colour TV in all bedrooms. Superb position overlooking the South beach and Caldey Island.

VACANCIES MOST DATES 1990

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Spring and Autumn... ask for 'Special Breaks'... 4/5 nights £62.50

(32900/HO)

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NEWQUAY JEWEL OF CORNWALL	TORQUAY THE ENGLISH RIVIERA	ILFRACOMBE NORTH DEVON
Family run Hotel with 100 en suite bedrooms, entertainment nightly, many leisure facilities.	We have 20 years' experience looking after groups. Offering: 46 en suite bedrooms, in house entertainment, TV and direct dial telephone in all bedrooms, coach parking.	Help your clients enjoy a relaxing holiday at one of Ilfracombe's largest Hotels. 61 beds en suite, lift to all floors, entertainment most nights.

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- Licensed restaurant
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- **Driver FREE**
- 100 covers

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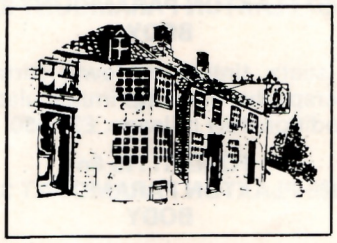
(30591/HO/51)



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'Coaches Welcome'

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THE QUEEN'S HOTEL
Gullen, East Lothian

SOME 1989 VACANCIES STILL AVAILABLE, ALSO BOOKINGS FOR 1990 NOW BEING TAKEN

18 miles from Edinburgh, 35 bedrooms, 16 with private facilities.
Tea/Cofee makers in rooms.
Nine golf courses within 10 miles.

(32835/HO)

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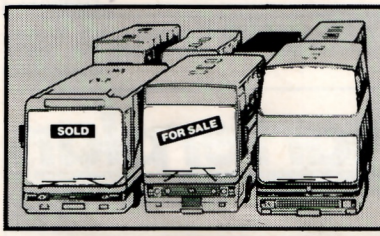

Coachmart Classified

The marketplace of the industry **0733 63100**

Bookings call: Sally, Paul, Sue, Richard. Tel. 0733 63100. Deadlines: Bookings – Tuesday 1pm for Thursday. Alterations and Cancellations: Monday 11am for Thursday

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ALLCO PASSENGER VEHICLES offer new and nearly new spares to fit most models. **Tel. 01-866 8900 or 0895 674422. car phone (0836) 241379/529555.** (22822/AE/13)

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1975 BEDFORD PJK 29 SEATER PLAXTON SUPREME

MoT March 1990, very tidy with spare engine.

£3,250 + VAT

Tel: 061-303 9389
061-330 1077

(32679/BE/60)

BEDFORD

END OF SEASON SALE!

1976 BEDFORD YMT PLAXTON SUPREME
53 seats, POD, vgc, **POA**

1980 YMT PLAXTON SUPREME IV
53 seats, exceptional condition, express doors, curtains etc, **POA**

1985 BEDFORD YNT PLAXTON PARAMOUNT 3200
53 recliners, POD, curtains, outstanding condition, fitted single plate clutch, ZF gearbox, **POA**

*All vehicles are **tested, serviced** and **ready to work**. All are subject to **VAT**.*
For further details call

01-881 3336

(32831/BE)

1973 BEDFORD 466 Plaxton 53 seater coach, MoT 23/5/90, reg RBY 75L, **£3,000 ono + VAT. 1973 BEDFORD** 500 engine just fitted, Mk4 front, MoT 30/5/90, reg RBY 77L, **£4,500 ono + VAT. Both coaches ex IOW. Tel. 0942 884844 day, 061 790 9976 eve.**

(32879/BE/61)

END OF SEASON SALE

1 45 seater Plaxton Supreme VI, Y reg Bedford turbo. **£12,000**
1 53 seater Plaxton Supreme, R reg Bedford 500, (new engine). **£5,500**
1 44 seater recliners Plaxton Elite, (new engine). **£3,000**
1 14 seater Talbot Express, 1988, E reg, diesel turbo. **£8,000**
1 14 seater Talbot Express, 1987, D reg, diesel. **£7,000**
1 15 seater Bedford Midi, (non PSV), D reg. **£3,500**
Hyundai Pony, B reg (car). **£1,200**

Contact 0708 28111

(32873/BE)

1973 BEDFORD YRT

PLAXTON 51 SEATS. **Tested** to July '90, **taxed** Dec '89. Reconditioned gearbox and alternator. Approx £2,000 spent on other mechanical repairs.

£6,000 + VAT ovno. All inclusive.

Tel. 0908 319191

(32895/BE)

BEDFORD

BEDFORD YRQ L-REG

MoT April 1990, new king pins, track rod ends, shock absorbers, radiator, clutch, exchange head, new re-trimmed seats, plus assortment of new Bedford spares.

£4,800 + VAT

Telephone: 01-684 5474 or 01-764 2952 (after 6pm)

(32806/BE/60)

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BOVA

Following coaches are surplus to requirements.

1983 BOVA, 52 seats, new MoT certificate. **£30,000 ono.**

1985 BOVA EUROPA'S, 53 reclining seats. **£35,000/£37,000 ono.**

All above vehicles fitted radio, PA. All usual extras.

Finance available and P/X considered.

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(32905/BV)

DAF

1986 DAF SB2300

DHTD Plaxton Paramount, 55 E-type seats, low drive position, 2 speed axle, radio cassette PA, interior brown stripe, exterior blue, excellent condition, only needs seeing.

£53,000 ono + VAT

PHONE NOW on Leeds (0532) 700485 or (0532) 705064

(32884/DA)

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1988 DAF MB230 ALGARVE

Immaculate condition, low mileage, 53 reclining seats or 49 with toilet, carpets, curtains, tinted double glazed windows, courier seat, powered doors, stereo system, side lockers, spare tyres, colours unique, current MoT.

£70,000 ono + VAT

Telephone now on: (0564) 826795

(32874/DA)

DAF

1982 DAF VAN HOOL, MB200, full executive, toilet, video, stereo, coffee machine, full 12 months MoT, first class order, any inspection. **Tel. (0579) 62272.**

(32893/DA)

FORD

FORD R1115 8m
1987 PLAXTON PARAMOUNT 3200 BODY

35 seats, tinted windows, curtains, Eberspächer heating, immaculate condition, low mileage. **£36,950**

FORD R1115 8m
1985 PLAXTON PARAMOUNT 3200 BODY

35 seats, tinted windows, curtains, Eberspächer heating, immaculate condition, low mileage. **£29,950.**

For further details contact:

PATTERSON'S COACHES ON (021) 471 2000

(32719/FO/60)

1979 53 SEATER DOMINANT MKII

Power door, side lockers, Bristol dome, MoT July '90.

~~£6,500~~ **£5,500 ono – choice of 2**

(1 with red seats and 1 with brown)

1978 53 SEATER PLAXTON

Power door, side lockers, MoT Aug '90

~~£4,500~~ **£3,500 ono**

Smart vehicles

Tel. Wolverhampton (0902) 763880 (0902) 607364

(32875/FO)

1974 FORD PLAXTON PANORAMA ELITE 3, 53 seater owned by us since new, MoT February 1990, **£2,695. Tel. 0482 899121.** (32834/FO)

1982 (X Reg) FORD PLAXTON SUPREME V, 49 quality recliners, air operated door, mint condition, been with our company since new, excellent runner, 12 months CoF..... ~~£15,950~~

£14,950

Contact Wray's of Harrogate (0423) 522466 (32897/FO)

LEYLAND

W REG LEYLAND LEOPARD PLAXTON SUPREME 4

Tinted windows, 51 seater, radio cassette, 680 5 speed semi/auto splitter box, very straight, MoT 1990

£11,500

Re-advertised due to change of circumstances

Tel: BRISTOL 710251

(32675/LE/60)

LEYLAND

1978 LEYLAND VIEWMASTER 12m, SEMI AUTO

36 recliners, 6 tables, toilet, kitchen/servery at the rear, fully carpeted, curtains, radio/PA, wired for TV and video, Webasto heating, private plate, 12 month's test.

£16,000 + VAT for quick sale

Tel. MAGHULL COACHES ON 051 933 2324

(32716/LE/60)

LEYLAND TIGER 245 DUPLE LAZER, 53 seats, power door, MoT June 1990, **£38,000 + VAT. Tel. 061-652 7263.** (32784/LE).

1981 (AUG)

LEYLAND LEOPARD 680 PLAXTON SUPREME BODY

Toilet, TV video, hot drinks facilities, PA system, 48 recliners, curtains, Webasto heating, MoT March 1990, taxed May 1990, private plates.

£23,500 + VAT ono

Tel. 0202 521514

(32866/LE)

1977 LEYLAND LEOPARD 47-seater coach, Webasto, 12 months' MoT and tax. **£7,500. Tel. (0827) 288822.** (32804/LE/60)

Charterplan

151 Charles Street, Stockport SK1 3JU. Telephone: Sales and Reservations 061-477 3555 Administration and Operations 061-273 3322 Telex: 666842

Will have for sale at the end of the season the following vehicles:

1983 (Private Plates) LEYLAND TIGER 245 HYDRACYCLIC DUPLE GOLDLINERS

46 recliners, toilet, double glazing, continental door, Eberspacher, crew seat, new MoT. **Choice of two at £32,000 each plus VAT.**

1984 (A) LEYLAND TIGER 245 HYDRACYCLIC PLAXTON PARAMOUNT 3200

55 'E' types, double glazing, continental door, Eberspacher, MoT February 1990. Choice of two at **£37,500 each plus VAT.**

1984 (Private Plate) LEYLAND LEOPARD 680 PNEUMOCYCLIC (REBUILD) DUPLE DOMINANT IV

32 seats, double glazing, plug door, wheelchair lift, wheelchair fixing points, Eberspacher, MoT May 1990.

£15,000 plus VAT.

For further details or an appointment to view please contact **Malcolm Hassall on**

061 477 1103

(32518/LE/59)

LEYLAND

1985 LEYLAND TIGER 245 EXECUTIVE. 49 reclining seats and Courier, OSR, sunken toilet, tinted windows, curtains, TV + video, radio/PA, hot drinks machine, MoT Feb '90. **£49,500 + VAT. Tel. 0970 828288.** (32670/LE/60)

LEYLAND SERVICE BUSES, 52 seats, 1970, from **£1,500 + VAT. Tel. (0222) 884648.** (32877/LE)

LEYLAND NATIONAL

Service Buses

New re-manufactured engines fitted ready for service

from £5,500

Phone Now

Tel: (0533) 393118 or (0533) 874940 (eves)

(32898/LE)

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1980 MAN SR280, full integral 53R, courier seat, blinds, plug door, stereo, radio cassette, driver's wardrobe, continental door, video, drinks machine, new Webasto, new MoT, **£25,750 or without video and drinks machine £23,250. Tel. (0622) 882288.** (32658/MAN)

MERCEDES

MERCEDES 609D, 1987, MoT Aug 1990, 27 seats, **£18,000 + VAT. MERCEDES 608D,** 1985, MoT Aug 1990, 25 seats, **£15,000 + VAT. MERCEDES 508D,** 1983, MoT Feb 1990, 19 seats, **£8,500 + VAT.** All in excellent condition. **Tel. 061 652 7263.** (32783/ME)

NEOPLAN

Reg on 1/6/84

NEOPLAN CITYLINER

49 recliners, centre sunken toilet, 2 TVs, fridge, Tempo 100, all usual refinements with this class of vehicle. Genuine reason for sale.

£41,000 ono

Tel. 061 477 3325
Jeff or Allan

of Goodwin's Coaches (Stockport)

(32892/NEO)

SCANIA

1984 SCANIA K112 JONCKHEERE P599

49 reclining seats, full executive, TV, video, Frenzel boiler, fridge, d/bunk, courier seat, Blaupunkt rad/tape/PA, continental door, carpets, curtains, telephone, Webasto splitter box, Telma, exh brake, in superb condition.

£52,250 + VAT

Tel: (0423) 358088. Home 883814

(32871/SC)

SETRA

Kässbohrer

SETRA 'PERFECTION IN COACHES'

USED VEHICLES

ONE UNDER OFFER

1980 VOLVO/PLAXTON B58 - Choice of 2, 50 seats, radio PA, good previous home. *Never raced or rallied !*

1981 VOLVO/PLAXTON B10M - 53 seats, Telma, radio PA, new COF, excellent condition both in and outside. *Grossly undervalued.*

1982 MAN SR 280 - 48 seats, full executive, toilet, kitchen, radio PA, courier seat. *Good previous home.*

1983 Kässbohrer SETRA S 215 H - 49 reclining seats, retarder, electronic ventilation, toilet, kitchen, full air suspension, Webasto, central locking, power door, long ticket. *A much sought after machine - sold with 6 months warranty on all major parts. A true executive vehicle.*

1985 DENNIS/JONCKHEERE P50 - 35/37 seats, toilet, kitchen, courier seat, TV video radio PA. *Well maintained example of this collectors item.*

1985 AEC/VAN HOOL ALIZEE - 30 seats, radio PA, TV video, fridge, drinks, private plate. *A good work horse.*

1985 AEC/VAN HOOL ALIZEE - 28 seats, toilet, kitchen, Blaupunkt TV video, new engine, new paint work, private plate, very long COF. Really nice example of this much sought after vehicle, high executive specification, *recently brought up to concours condition.*

1987 DAF/CAETANO 11.6 turbo engine - 53 reclining seats, radio PA, courier seat, extended warranty available 1 year. *Nice vehicle in attractive livery, moquette will appeal to the ladies.*

1988 LAG PANORAMIC - Choice of two, 49 recliners, toilet, kitchen, TV - 2 screens, video, retarder, driver's bunk, fridge, courier seat, Webasto. *Useful vehicles for executive work, many fitments.*

A small selection of older vehicles of various types and sizes in stock all in good condition with long COFs, engine overhauls. Many dual purpose vehicles capable of tours and contracts.

Ring or write for further information And remember . . .
Ask us for our latest *NEW* vehicles list.

Financial terms available subject to status. Date of registration does not necessarily imply date of manufacture.

(32827/SA/61)

RING NOW

Telephone: 0522 500115
Harry Kell-Southern Area Manager-0932 843685
Andy Timms-Northern Area Manager-0625 877658

Kässbohrer (UK) Limited, Sadler Road, Doddington Road Industrial Estate, Lincoln, Lincs LN6 3RS
Telex: 56522 SETRAG Telefax: 0522 500118

VAN HOOL

1979 AEC VAN HOOL

50 reclining seats, MoT June 1990, good condition.

£12,000 ono + VAT

Telephone NOW on (0708) 750000

(32838/VH)

1982 VAN HOOL MAN ACRON, with contract worth £70,000, 49 recliners, excellent condition, incl TV, video, Webasto, toilet fridge, water boiler, two bunks, **£47,000. Tel. (0532) 588923.** (32881/VH)

VOLVO

VOLVO FOUR CAETANO Full spec, touring coaches, toilet, TV, video, PA, coffee machine, some with air conditioning, MoT, taxed, for further details **Tel. 0290 50479 (during office hours.)** (32867/VO).

1981 B10M ALLISON AUTOMATIC Van Hool Alizee H, 49 retrimmed recliners, toilet, Webasto, Telma, hot drinks, video by arrangement, just being annualled, **£32,000 ono + VAT. Sussex Int Coaches, Worthing. Tel. 0903 37612.** (32870/VO)

VOLVO

VOLVO B10M P90

Low mileage, high spec, drinks, TV etc, immaculate throughout.

POA

CONTACT G. WILSON

Tel: (0742) 345247 (Sheffield)

32904/VO)

1986 VOLVO B10M ALGARVE, 49/53 seats, TV/video, toilet, many extras, MoT Feb 1990, **£55,000 + VAT,** for quick sale. **Tel. 061-652 7263.** (32785/VO).

1982 VOLVO B10M VIEWMASTER

Toilet, TV, video, coffee machine, fridge, 240v converter, Webasto heating, 49 recliners, pa system, superb condition throughout, MoT May '90.

FOR QUICK SALE reduced from £39,500 to £37,500.

Tel: (Bristol) 0272 846195

(32742/VO/60)

VOLVO B10M VAN HOOL ALIZEE

1982, private registration, 50 reclining seats and courier, recent retrim, fridge + drinks machine, video + TV, toilets. Immaculate condition, MoT March 1990.

£42,000 + VAT
Tel: 0246 415942

(32643/VO/60)

VOLVO B10M JONCKHEERE BERMUDA, private plate, 53 re-upholstered recliners, curtains, radio, tape, pa, excellent condition, all maintenance records available, new 12-month MoT. **£33,000 ono. Saffords Coaches, Little Gransden, Sandy, Beds. Tel. (07677) 395 or 7923.** (32771/VO/60)

1984 A REG VOLVO B10M

Van Hool, 49 recliners, toilet, video, coffee machine, external silver and blue, internal autumn tint, blinds, MoT 1990, in excellent condition.

£45,000 + VAT

Consider part exchange of B58 Plaxton

Telephone now on (0244) 300264

(32776/VO)

DUE TO FLEET REORGANISATION

We now have the following vehicles FOR SALE

1976, PRIVATE PLATE, VOLVO B58 PLAXTON SUPREME, semi auto, 57 seats (with brown centre stripe), power door, radio, P/A, MoT'd & taxed.

1979 'T', VOLVO B58 PLAXTON SUPREME, 5 speed gearbox, 53 seats (with brown centre stripe), radio, P/A, MoT'd & taxed.

1978 PRIVATE PLATE, VOLVO B58 PLAXTON VIEWMASTER, 6 speed, 44/50 seats (with red centre stripe), toilet, fridge, servery, water boiler, radio cassette, P/A, TV, video, factory fitted Volvo engine (inst. 2 months ago), MoT'd & taxed. SOLD

1980 'V' VOLVO B58 DUPLE DOMINANT II, 53 seats, (red) tinted windows, power door, radio, P/A, lockers, MoT'd & taxed.

ALSO AVAILABLE

1980 FORD R1114 PLAXTON SUPREME, 53 seats, (with brown centre stripe), Telma lockers, twin fuel tanks, MoT'd & taxed.

ALL VEHICLES ARE IN DAILY USE

TEL. ELITE SERVICES ON 061 480 0617 *anytime* or 061 491 3872

(32723)

IRIZAR

1988 VOLVO B10M DUPLE 340GL, 49 recliners, courier, R/S toilet, TV/video, coffee machine, driver's bunk, MoT Feb '90, finished in white, choice of 2. **£77,500 each.**

1980 VOLVO B58 DUPLE DOMINANT II, 53 seats, radio, pa, p/d, repanelled and painted in Mason's white, MoT March 1990, beautiful condition inside and out **£24,500**

1975 BEDFORD PJK PLAXTON, 29 seats, manual door, MoT July 1990, repanelled and repainted in white **£4,950**

1982 BEDFORD MINIBUS, 16 seats (PVC), petrol, MoT March '90 ..... **£2,750**

1976 FORD R1114 PLAXTON SUPREME, 53 seats, Mark IV front, radio/PA, power door, MoT Feb '90. ..... **£4,950**

1976 FORD R1114 DUPLE DOMINANT I, 53 seats, MoT'd July '90, power door, blue and white. **£3,950**

VOLVO COACHES PURCHASED FOR CASH

P/X Welcome

1986 MERCEDES 608D, 19 highback seats plus 3 standees. MoT'd March 1990, carpets, rack blowers plus lights, tinted windows, curtains, Reeve Burgess conversion, repainted white, low mileage, immaculate **£15,500**

VOLVO COACH RENTAL

PERIOD	RATE
DAY	£40 or 22p per KM
WEEK	£200 or 22p per KM
MONTH	£750 or 22p per KM
3 MONTHS	£2,000 or 22p per KM

TRAMONTANA C.D. LTD
CHAPELKNOWE ROAD, CARFIN, MOTHERWELL.
TEL: 0698 53845/861790

(32830/VO/61)

EXCEPTIONAL OFFER

This vehicle is now surplus to requirement.

1984 (A) VOLVO B10M CARIBBEAN

Full executive specification, 49 recliners, white, very good condition, possibly available with 1st class UK work, May-Oct 1990. Compare this price.

£42,000 Finance possible

Tel. 0836 322241 anytime, 091 38 65070

(32896/VO)

1987 VOLVO B10M PLAXTON 3500

51 reclining seats, toilet, video, hot drinks machine, excellent condition.

£65,000 ono

Tel. 089684 360 or 089682 2175 (evenings)

(32524/VO/58)

VOLVO

VOLVO B58 IRIZAR 1981

49 recliners/courier, toilet, TV, coffee machine, MoT April 1990.

£19,500 + VAT

Tel. 056 72 538

(32812/VO)

1983 VAN HOOL ALIZEE VOLVO B10M

Recliners, toilet, hot drinks machine, radio cassette PA, video, Webasto, Telma.

Offers over £42,000

Tel. Durham City Coaches 091 378 0540

(32786/VO)

1982 VOLVO B10M VAN HOOL ALIZEE

49 recliners plus courier, Telma, Webasto, splitter, toilet, hot water, TV plus video, fridge, continental door.

£41,000 + VAT

Would consider p/x of Volvo Plaxton

Tel. 01-641 8167 or 01-644 2891 (32864/VO)

MINIBUSES

1980 W TRANSIT, 12 seater diesel, low back, PVC seats, long MoT and tax, rear heaters, fluorescent lights, twin batteries , good tyres, vgc, **£2,300 ono. Tel. (0462) 457839 (Herts).** (32894/MB)

MINIBUSES

The Bus Centre

USED

***Sherpa** 16 seat minibuses, Carlyle bodies, diesel, power doors, current PSV, registered 1986 from £8,950 + VAT.*

***Sherpa** 18/20 seat minibuses, Carlyle bodies, diesel, power doors, current PSV, registered 1986/87/88 from £11,950 + VAT.*

***Iveco** 35/8 reconditioned diesel engine, 12 months PSV. 13 luxury seats registered 1986, £7,950 + VAT.*

***Sherpa** 20 seat, Carlyle body, dual-purpose seats, luggage rack, registered 1989, as new, from £19,250 + VAT.*

***Optare** City Pacers 25 bus seats, automatic, E Reg. 1987, £17,500 + VAT.*

***Mercedes** 307D 12 seat mini coach registered March 1986, £8,500 + VAT.*

***Transit** diesel 16 high backed seats, Mellor body, registered April 1986. 12 months PSV £8,950 + VAT.*

***Transit** diesel 16 seat minibuses, 5 standees, Dormobile bodies, power doors, registered 85/6 long MOT's from £7,950 + VAT.*

Contact Barry Childs or Dennis Skinner.

IVECO 49/10

21 seats Carlyle body, extra large luggage space.

Ideal Airport/Hotel courtesy bus.

£27,950 VAT

Hire Purchase and Lease Facilities. Written guarantee.

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Carlyle BUS CENTRE

(31832/MB)

LEITHS MINICOACHES

Leyland DAF Turbo, 16 seats, luxury, immediate delivery. Demo model.

Tel: 0659 50322

(32592 MB 59)

WESTERN COMMERCIAL

NEW STOCK

811 TURBO MERCEDES. 33 seat, wide body, coachbuilt with power glider door, large boot, full width coach seats, high spec + standees. Available 1 week.

709 MERCEDES. Full width coach seats, power door glider, large boot + standees. 4 weeks.

609 MERCEDES. Dual-purpose van conversion, power door, 23 coach seats. In stock.

609 MERCEDES/ALEXANDERS. 25 seat, coachbuilt with power door, boot and standees. In stock.

507 MERCEDES/DUAL PURPOSE. 16 seat, power door.

USED

1988 MERCEDES 507, 16 seats, electric door.

1988 MERCEDES 709/ALEXANDERS, 25 seat, coachbuilt, electric door, bus seats, destination equipment. (28658/MB)

BRIDGE STREET, NEWBRIDGE, NR. EDINBURGH

CONTACT JOHN LEITCH ON 031-333 2001

OR EVENINGS 0357 21888

M-2-M P.S.V. Specialists

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24 SEAT MERCEDES BENZ, 609D, with power door, full luxury specification **£27,900**

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1978 S BEDFORD PJK Plaxton, 29 seater, exterior white/blue, power door, MoT May 1990, **£5,000 + VAT.**

No Offers

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Clintona Minicoaches
Tel. Brentwood
(0277) 215526

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TOYOTA OPTIMO 1987 D Reg, 18 recliners, crew seat, tinted windows, table, radio/PA, low mileage, excellent condition, must sell, offers. **APT Travel (Essex) 0268 783878.** (32794/MB)

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£5,750 ono

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12 seats, 12 months MoT, overdrive and radio fitted.

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6 cylinder turbo, 21 seats, table, pa/radio, MoT March 1990, not sign written. 35,000 miles, power door, red/grey upholstery, 1 owner/driver. Excellent condition.

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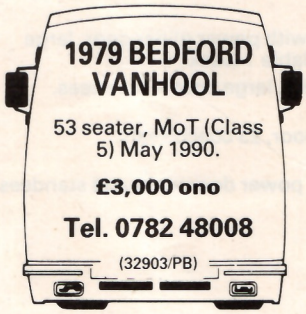

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Lowbridge 80ft, MoT October 1990.

£4,000 ono + VAT

Possible P.X. for single decker service bus

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Duple Dominant Service Bus, Dominant Service Bus, 57 moquette seats, MoT March 1990. Good all round condition.

£10,950

will consider exchange for later heavyweight coach with cash adjustment.

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1976 BEDFORD YMT, 53 seats, Supreme Telma, power door, re-upholstered, MoT Dec 1989.....**£4,000 + VAT**

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1972 BEDFORD NJM, 41 seats, Panorama III, MoT Sept 1990.....**£1,000 + VAT**

1976 FORD R1114, 53 seats, Dominant Express, MoT April 1990.....**£2,000 + VAT**

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48 recliners, TV, video, toilet, private plates. Test October 1990.
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1983 DAF DKFL PLAXTON PARAMOUNT 3200, 51 reclining seats, toilet, double glazing, Webasto, private plates etc, MoT Dec '89 ..... **£39,500**
1982 BEDFORD YMQ/MAXETA, Allison automatic, 35 seats, service bus, pram pen, rubber floor etc, MoT April 1990 ..... **£12,000**
1980 VOLVO B58, 12m/Duple Dominant II, 55 seats, MoT Sept '90 ..... **£22,500**
1980 VOLVO B58, 11m/Unicar, 53 seats, MoT Sept '90 ..... **£17,500**
1979 BEDFORD YMT/DUPLE DOMINANT II, 53 seats, MoT April '90 ..... **£8,500**
1978 BEDFORD YMT, (401 Leyland engine)/Duple Dominant II, 53 seats, radio, p/a, curtains, MoT Sep '90 ..... **£7,500**
1974 BEDFORD YRT/PLAXTON EXPRESS, 53 seats, MoT Nov '90 ..... **£4,500**

TRADES DESCRIPTION ACT: In this list we quote the year of registration and not necessarily the year of manufacture. All prices are subject to VAT at the standard rate.

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Bedford YNV Duple 320, (Reg 9/5/86), 57 recliners, video, new engine recently fitted, MoT 6/5/90, **£35,000.**

Bova Europa, (Reg 27/5/83), 47 recliners, toilet, reconditioned engine recently fitted, plus recent refurbishment, re-paint, MoT 1/6/90, **£30,000.**

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Ford R1114/Plaxton (P Reg), 53 seats, taxed 2/90, **£2,500.**

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49 recliners, TV, video, toilets, driver's bunk, coffee machine, double glazed, MoT 1990

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53 seats and courier, MoT 1990

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1982 DAF JONCKHEERE BERMUDA, 49 reclining seats, TV, video, PA, toilet, hot water, private plate, new MoT ..... **£34,000 ono**

1982(X) LEYLAND TIGER, 53 seats, radio, PA, Plaxton V body, MoT May 1990 ..... **£29,000 ono**

1982 DAF VANHOOL ALIZEE, 49 reclining seats, TV, video, PA, toilet, drinks machine, private plate, new MoT **£44,000**

1983 (Y) BEDFORD YNT TURBO, 53 seats Dominant IV, double glazed, radio, PA, MoT March 1990 ..... **£21,500**

CHEAPER P/X's CONSIDERED

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28 Preston Road, Brighton, East Sussex

1986 BEDFORD YNV PLAXTON 3200, 53 reclining seats, armrests, air suspension, Webasto heating, curtains, radio cassette PA, MoT Nov 1990.

1985 LEYLAND ROYAL TIGER PLAXTON 3500, 52 reclining seats, armrests, courier seat, plug type door, Telma, radio cassette PA, MoT March 1990.

1983 (NOV) LEYLAND TIGER 245 PLAXTON 3200, semi-auto, 53 reclining seats, armrests, courier seat, power door, Telma, window blinds, radio cassette, PA, MoT Oct 1990.

Part exchange or HP arranged

Tel. 0273 686378 day or 0273 504059 eve & weekends

(32889/UN/61)

1988 LEYLAND TIGER 260

ZF Plaxton Paramount 3200, 57 seater, 12 metre, double glazed, radio/PA.

£68,000

1986 BEDFORD YNV

Plaxton Paramount 3200, 12 metre, air suspension, 53 E-type plus courier, curtains, tinted glass, radio/PA. Both vehicles owned from new, excellent condition.

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FOR SALE

BEDFORD YMP, 10 metres, 1984, Plaxton Paramount bodywork, Telma retarder, 38 reclining seats, fitted to high specification.
Only 2 left.

1982 12 METRE LEYLAND TIGER 245, Plaxton Supreme V bodywork, 50 reclining seats, fitted with Telma retarder, cherished number plates.

1982 12 METRE LEYLAND TIGER 245, Plaxton Supreme V bodywork, 55 standard seats, fitted with Telma retarder, cherished number plates.

Both in first class condition and both fitted with TL 11 Level Six series engine and the latest Rockwell back axle.

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12 coach seats, high roof, white, very good order, MoT April 1990.

£6,500 ono P/X considered

Tel. 0254 678830 (Blackburn)

(32672/UN/60)

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1978 (S) BEDFORD YMT, Plaxton Supreme III, 53 seats, tested Oct '90 **£7,000 + VAT**

1979 (T) BEDFORD YLQ, Plaxton Supreme IV, 45 seats, tested Feb '90 **£7,500 + VAT**

1980 (V) BEDFORD YMT, Plaxton Supreme IV, 53 seats, tested March '90 ..... **£9,750 + VAT**

1980 (W) FORD PLAXTON Supreme IV, 53 seats, tested Oct '90 ..... **£9,750 + VAT**

1984 (A) BOVA CALYPSO, 53/49 reclining seats, demountable toilet, hot drinks machine, video, tested April '90 ..... **£35,000 + VAT**

All vehicles considered in good condition. No sensible offers refused. For prompt sales, part exchange considered.

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(32868/UN)

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1986 (C Reg) BEDFORD YNV ALGARVE, 53 recliners, coffee machine, air suspension with ferry lift, full r/o/s cont door, exhauster brake, power door, integral power steering, ZF gearbox, white exterior, red/grey interior and curtains, any trial. MoT February 1990 ..... **£43,000 ono**

1978 (V Reg) AEC/DOMINANT II, semi-auto ex LTC, 53 seats, 11 metre, engine reconditioned, express doors, brakes upgraded, good condition, white exterior, MoT April 1990, any trial ..... **£11,500 ono**

1977 (S Reg) AEC/PLAXTON SUPREME EXPRESS, ex LTC, reconditioned engine 88, Telma, 11m, 53 seats, upgraded brakes, MoT May 1990, any trial ..... **£7,000 ono**

1976 (P Reg) FORD PLAXTON SUPREME, good engine, tidy red interior, modern stripe, MoT May 1990, any trial **£3,000**

1975 (N Reg) AEC 760/PLAXTON PANORAMA ELITE III, 53 seats, excellent runner, body white, seats modern stripe, MoT test applied November 1989, any trial ..... **£3,000 ono**

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1984 KASSBOHRER SETRA, double deckers, 5228 DT, one 70 seater, two 74 seaters. All have new or reconditioned engines, differentials and gearboxes with V8 engines, 8 speed ZF gearbox in each

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on (0740) 651500

(32584 UN 59)

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53 recliners, TV, video, radio, stereo, PA, de-mountable centre sunken toilet, hot drinks, continental door, tinted windows and blinds. **A bargain at £32,000.**

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6-speed, ZF manual, Telma, 53 seats, radio, PA, stereo, good, clean coach and mechanically ready for anywhere, 12 months MoT. **£22,000.**

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7 LEYLAND National II (10m), W Reg.

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(32869/UN/61)

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V plate, Duple Dominant 35 seater, MoT April 1990.
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NEW TOYOTA CAETANO OPTIMO GL, 21 seats & courier and table, white with red interior, immediate delivery from stock.

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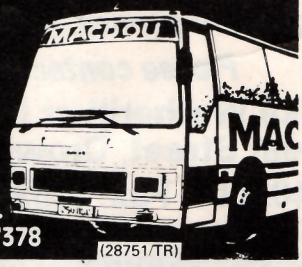

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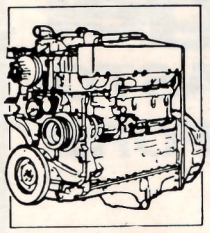

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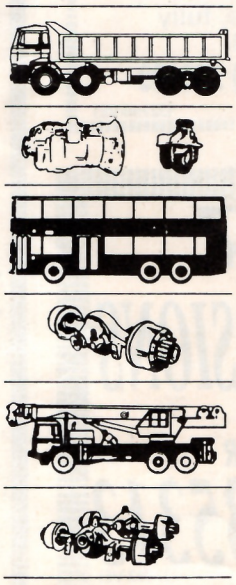

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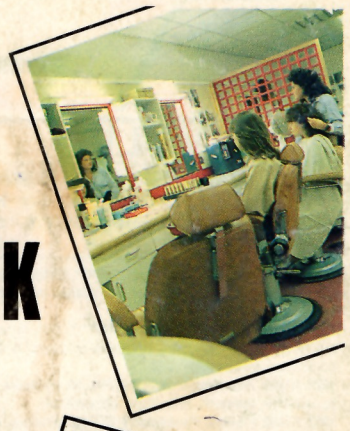

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